

F 876
.P9
Copy 1

OREGON

A NEWSPAPER REFERENCE BOOK

COMPILED & PUBLISHED BY
PORTLAND PRESS CLUB
PORTLAND, OREGON

OREGON

—a Newspaper Reference Book

.....
Compiled and published by the
Portland Press Club
" "
1 9 2 0
.....



2
3
3
3
3

F 876
P9

26-507



HIS volume is primarily a publisher's utility book—a work of reference wherein may be found in correct form the basic facts regarding Oregon, its institutions and men of note and substantial achievement, as well as younger men, whose careers are certain, yet still in the making, together with halftones from the latest photographs.

Modern newspapers and periodicals attach great importance to illustration; in fact, most editors regard it as of equal importance with news.

Newspapers require pictures of persons and places for reproduction with current happenings. Although they exhaust every resource to secure up-to-date photographs, they often are compelled to reprint old style line cuts or wash drawings, and in the majority of cases have no picture at all.

The facts regarding men are often jumbled owing to the necessity of gathering them from whatever source available on a moment's notice.

This work will be the ready reference book of the newspaper editor, writer and artist.

Copies of it will be supplied free of cost by the Portland Press Club to representative newspapers and National Periodicals throughout the entire United States.



GLEG T. S. 121



Near Ashland



In the Siskiyou



Near Medford



Wolf Creek Canyon



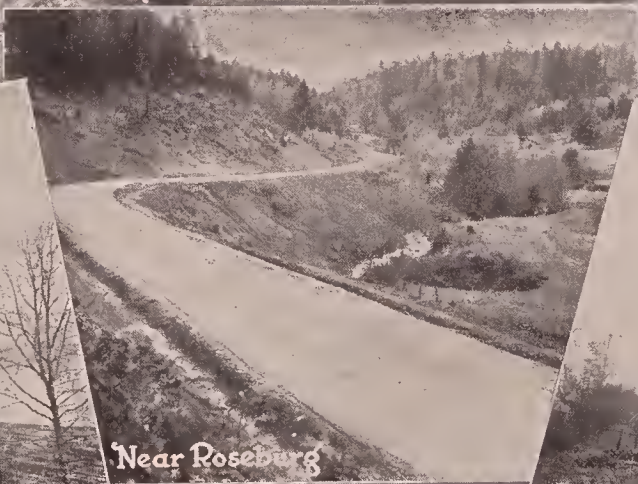
Marble Caves of Oregon near Grants Pass



Crater Lake



Near Oregon City



Near Roseburg



Near Portland

Pacific Highway and side trips State of Oregon

The Portland Press Club

By WILLIAM H. GALVANI
Librarian and Historian



THE PORTLAND PRESS CLUB—successor to the old-time press organizations of this city—came into being in the convention room of the old Imperial Hotel on August 6, 1910, but only after an armistice between the “Journal crowd” and “the other crowd” (the Oregonian men), was successfully arranged when the belligerents, manfully striving under the said banners, were brought together through the fine diplomatic manipulations of the late Joe Carll, an artist on the Oregonian, who was mightily supported in his peace program by “Jim” Tyler, Clarke Leiter, “Jack” Travis, Fred Bell, “Bill” Petrain, “Colonel” Harrison, Carl Kelty, “Cap” Smith and George Keller. A treaty of peace guaranteeing the future interests of all newspaper men, without distinction of race, creed or previous condition, was duly signed, sealed and placed safely among the archives. As a result, room 303, in the Merchants Trust building was rented, and the same is now duly recorded in history as the first headquarters of the club. A big show was soon given and, behold the miracle! The club moved into its present fine quarters in the Elks’ building and celebrated that great event on February 22, 1911.

The club began its career with about 85 charter members and the following officers:

President, Sydney B. Vincent, of the Associated Press; first vice president, Edward L. Moriarity, city editor of the Daily News; second vice-president, Lute Pease, editor of the Pacific Monthly; third vice-president, O. C. Leiter, city editor of the Morning Oregonian; secretary, Mark Woodruff, of the Oregonian staff; treasurer, James S. Tyler, news editor of the Oregon Journal; executive committee, Will G. MacRae, editor of the Sketch; John J. Harrison, editor of the Portland Carman, and P. E. Sullivan, editor of the Catholic Sentinel, and historian, N. J. Levison. Sunday editor of the Oregonian.

The membership, which consists of active, associate, honorary and life, has now reached about 1000. The active membership consists of newspapermen in actual service, with some very few “has beens,” who for divers and sundry reasons have been honorably discharged and placed on the retired list, but subject to call. The associate membership is made up largely of professional and business men, while to the class of honorary and life membership, either active or associate may aspire.

The Portland Press Club has always taken a very active part in civic affairs. It has successfully entertained many men of highest national and international reputation, including the three last presidents, and many prominent leaders of thought and action, as, for instance—Fra Elbertus and “Fightin’” Bob Evans; also several colonels—such as “Buffalo Bill” (W. F. Cody), Theodore Roosevelt, Colonel Bryan and a large number of others who so often and so eloquently point to their records with pride.

Among the well known professional men and women who

joined at different times in the effort to entertain the membership of the club and their invited guests, one may find the names of such as Grace Cameron, Alice Lloyd, George Primrose, Rose Bloch Bauer, the great Pelham, Ray Samuels, the Orpheus Male Chorus, Dillon & King, Josephine Cohan and Fred Niblo, Rube Dickinson, Bess Stokes, Leona Frances, Roy Dietrich, Reno Vivienne, Myrtle De Loy and many other well known artists in the theatrical world, including a long list of local talent, among whom are some that will in time achieve nation-wide reputation.

The Portland Press Club has thus established for itself an unusual place among its membership and their friends; its magnificent headquarters—a large lounging room with easy chairs, most comfortable lounges and fine piano, its library and dining room looking onto what in provincial times we called Seventh street, but now in these metropolitan days is known as Broadway; its billiard room and other desirable appurtenances—all constitute a joy forever to any one with red blood in his veins. Then, too, we must not forget the occasional and glorious exploits in the domain of High Jinks—whether it be sometime on “A Night Off” or somewhere on a “Katzenjammer Kruiise”—all of which hath much to do with the business, happiness and contentment in this world, if not in any other. These and many other features about the which the advent of woman suffrage in the wild west doth not permit us any longer to extol, give our mystic institution a most unique place in our great city, if not in the Northwest.

Beginning with the entrance of the good old U. S. into Europe’s recent unpleasantness, the affairs (financial, of course) of the Portland Press Club became rather critical. This condition with the progress of enlistments—voluntary or selective—became gradually worse, and as the doctors (of medicine, of course), would say, we were growing rather weak, very weak, indeed. But praise be to the jolly good Bills (the Elks of Portland Lodge No. 142) who stood by us as loyally as Britain’s first one hundred thousand, we weathered the storm. In the meantime the great world war came to an end, some of the old-timers came back to us, and with them came also our old war horse, Clarke Leiter—one of the best of the original organizers of the Press Club—and we called him to the presidency thereof. He heeded the call—began his ministry—and lo! and behold! The Portland Press Club is once more in fine shape, growing mightily by leaps and bounds, and everything ahead of us points to a far-famed future—in this world, of course.

P. S.: To you, the kindly disposed or gently inclined reader—whoever he or she be—I beg herewith to most humbly apologize for my unpardonable failure to give honorable mention in the herein above story to our soft drink parlor, which, alas! hath seen better and more prosperous days. Though it no longer speaketh with its most miraculous organ, yet how the memory thereof doth linger among the craft—old or young! *Dictum sapienti sat est*—which in our jingo is the same as ‘nough said.



O. C. LEITER
President Portland Press Club

Higher Education Must Be Supported

THE press of Oregon, as well as the business and industry of the state, has a great deal at stake in the Educational Tax Bill which is to be submitted to the voters at the special election on May 21. The conditions at the University of Oregon and at the Oregon Agricultural College may fairly be described as desperate, owing to an enrollment which for a considerable number of years has been steadily outgrowing equipment, piling up large arrearages to be faced now at the end of the war. Then, just as the coming of peace brought in a still greater influx of students, the rise in prices cut the purchasing power of the institutions' income squarely in half.

The press' power to aid in the upbuilding of the state depends almost entirely upon its power to tell an honest story of real advantages to attract settlers and capital. The type of settler we want most to bring to Oregon is represented by the type of man who has something to contribute to the state, who will bring with him some fair amount of material possessions, who is sane and intelligent, and ambitious for himself and his family. This type is uniformly particular about facilities for education; he is more apt to go to a state where he can do well by his children. If the millage bill does not pass, Oregon will be notoriously inferior from his point of view to either Washington or California.

If Oregon cannot offer at least average facilities for education, the state's growth will suffer a setback for years, and state pride will have difficulty in maintaining that Oregon is a good place to settle, a progressive place to do business, a desirable state in which to live and bring up a family.

The cost of education, of course, under any circumstances amounts to something. The addition of \$1.25 per thousand of assessed valuation—about 50 cents per thousand of market value—will not bring the total up to what most progressive states are paying. It is less than some states spent even before the war and is not great in proportion to the tremendous benefit to the state of saving its institutions from going to pieces.

Oregon education has, up to this year, been good, but this has been accomplished on a very narrow margin. Both institutions are facing a deficit this year; the University has already ceased buying books for its library; at the examinations last month it had not chairs enough for its regular examination schedule, and this is only typical of conditions at both institutions. They cannot by any possibility, without relief from the state, continue to maintain even their present staffs and educate even the present number of students through the fall term beginning in October. On October 1 they must deny education to hundreds of young people, and these, in turn, cannot seek relief by going to other states because, while many of the other states are preparing adequately for the future, scarcely any will catch up with their own needs for some years.



AT THE UNIVERSITY OF OREGON

The University, preparing its hundreds of young men for journalism, business, medicine, education and other helpful occupations, the Agricultural College, constantly instilling new life and prosperity into Oregon's agricultural, engineering industries, forestry and other lines, are an immense factor in the high standing Oregon has up to this time maintained in the minds of intelligent people throughout the country. The forward-looking influence of these institutions is quietly and effectively at work everywhere within the state's borders, always working for intelligence, sanity, and prosperity.

Every man who cares for the future, who can see his own and his family's advantage more than a few months ahead, ought to make every effort for the passage of the Educational Millage Bill on May 21.

Oregon Agricultural College



PART OF THE 3500 PEOPLE AT THE OREGON AGRICULTURAL COLLEGE

THE Oregon Agricultural College, the crowning institution of the state's rapidly developing system of industrial education, comprises the three grand divisions of work characteristic of the land grant colleges of the country; namely, resident instruction, experiment station, and extension service.

The resident instruction work, which comprises eight schools with fifty-five departments, enrolled on March 1, 1920, 3348 long course students, approximately 3000 of whom were studying for baccalaureate degrees. The schools include agriculture with 854 students; engineering, with 866 students; mining, with 90 students; commerce, with 635; home Economics, with 542; forestry, with 88; pharmacy, with 167, special and miscellaneous, 106. Students who major in vocational education secure their degrees in the schools enumerated above, where they take their technical studies. The school of vocational education prepares especially for Smith-Hughes positions in the public schools. Nearly 1500 students in addition to those enumerated have been enrolled in summer school or winter short courses. The student enrollment represents every county in Oregon, thirty-three other states, and eleven foreign countries. Enrollment has increased 104 percent since 1915 and 206 percent since 1910. The college is now second largest agricultural and mechanical college in the country, being surpassed in enrollment only by Iowa State College.

Experiment Stations Maintained

The experiment station comprises twelve departments at Corvallis and seven branch stations located at strategic agricultural positions throughout the state. It articulates its work with the instruction of students on the campus and with extension activities in the field, to the great advantage of both. Its discoveries have been instrumental in contributing vast wealth to the state and nation. It discovered lime-sulfur spray, now universally used against diseases and pests of fruit trees. It discovered the value of sulfur as a fertilizer for alfalfa in



Southern Oregon, thereby adding over \$300,000 in 1919 alone to the value of the alfalfa crop. It has increased egg production in Oregon until the state and the O. A. C. stock are famous the world over. It has recently issued the results of researches in plant nutrition that scientists have declared to be "one of the outstanding products of the age in the field of plant industry."

Extension Service Complete

The extension service comprises the work of the county agents and home demonstration agents in cooperation with the farm bureaus throughout the state, the boys' and girls' club work in cooperation with the state department of education, the extension schools in dairying, horticulture, animal husbandry, poultry husbandry, farm crops, irrigation and drainage, farm mechanics, homemaking, child nutrition, etc. All the work of the extension service is designed to carry scientific instruction to the people in all parts of the state, with a view to increasing their income, their conveniences, and their happiness. Through such means as cooperative marketing and the destruction of crop pests, the extension service often saves directly large sums of money. The Burns Commercial Club, for instance, declares that the grasshopper campaign of 1919 saved half a million dollars to Harney county.

North Pacific College

NORTH Pacific College has departments of pharmacy and dentistry. Its object is the training of young men and women for successful professional careers. The college was organized and received



its charter from the State of Oregon as a school of dentistry in 1898. From the first it made remarkable progress, attaining pre-eminence in its special field of higher education, qualifying its graduates to become skilled practitioners who take their places among the successful men of the world. In 1908 the scope of the college was enlarged and a department of pharmacy was created. The college has a corps of thirty teachers and an additional force of lecturers and instructors.

It may safely be said that no school in America has better facilities for the training of young men and women for successful professional careers.

The rapid advance made by North Pacific College among the educational institutions of America is shown by the fact that more than half of the American states are represented in the student body, in addition to most of the Canadian provinces and several foreign countries.

The high standard established by this institution, the professional ability and enviable position occupied by its alumni, the high character of its instructors and the excellent equipment of the school have resulted in such rapid growth that new buildings specially suited to its requirements became a necessity.

THE COLLEGE BUILDING

In order that the splendid growth might continue and the usefulness of the college be increased, a half block of land was purchased on East Sixth Street, between Pacific and Oregon, the center of population in Portland, and a new Class A fire-proof building of pure classic architecture has been erected on the south half of the property which is equal to the best yet constructed in America, or elsewhere, as a home for instruction in dentistry and pharmacy. The location is convenient to libraries, clubs, large business houses and public buildings, which contribute so much to the life of the student.

The structure covers a quarter block, has floor space of more than an acre and will accommodate eight hundred students. It is one of the best lighted buildings on the Pacific Coast, a flood of light streaming in on every side.

The new hospital for patients requiring work in oral surgery and correction of deformities is open to the public. The equipment is the latest and most approved.

EQUIPMENT

The equipment of North Pacific College is entirely modern. Many of the appliances and fixtures were designed and made especially for this school, making an equipment excellent for teaching dentistry in all its branches, and unsurpassed by any dental school.

Each year sees valuable additions to equipment and apparatus of the newest type, unsurpassed in adaptation to the needs of the student. A large amount of money has been expended in equipping the various laboratories, from the expensive X-Ray apparatus, the abundant supply of microscopes from the most famous factory in Europe, to the delicate instruments for use in oral surgery.

The main clinic, comprising ten thousand square feet, has the most modern and perfect equipment for the use of students. This is supplemented by a well-appointed surgery with two operating rooms, located on the second floor of the building, opening at one end into a large clinical amphitheatre, and at the other end into the hospital for patients requiring work in oral surgery and the correction of deformities. Expense has not been spared in designing and equipping these with the latest approved appliances that modern science has evolved.

The annual session starts in October, and students are required to enter at that time. Graduates of accredited high schools or academies are admitted. The dentistry course is four years. Pharmacy courses are two and three years. The length of the annual session is eight months.

Hill Military Academy

"A SCHOOL FOR YOUR BOYS." By this term the Hill Military Academy, Portland, is known not only throughout the Northwest, but in many other states where former students of the academy have made their mark in the community. Hill Military Academy graduates have won honors in the leading colleges and universities of the country, in the various professions and in business, as well as in service in the recent war.

The Hill Military Academy was founded in 1901, by Dr. J. W. Hill of the class of '78, Yale, who from 1878 to 1901 had been lessee and manager of the Bishop Scott Academy of Portland.

For several years the management of the academy has been in charge of Joseph Adams Hill, son of the founder, who, by his business ability, has enlarged the scope of the institution and it now has government equipment and is recognized as a school of the best standing. It is under the government inspection and its cadets have been commended by the official inspector for the 12th district. The school is accredited by leading institutions of learning and its training has been praised by army men and educators alike. Its main building or barracks includes class rooms, dormitories, a large drill hall or armory and the offices. The younger cadets, those in the primary grades, are housed in a separate building, a handsome residence at North 24th and Johnson streets, and the cadet officers have quarters in another residence hall, both buildings being near the main building. The social features are important. Military hops, formal balls, fancy costume parties and receptions are held with the faculty, officers and cadets as hosts and these festivities are attended by the young girls of the prominent families of Portland. The younger boys have parties, also, in their residence hall, which is known as Hill Military Junior Annex. At all of the parties prominent matrons and patronesses and a formal presentation of the guests to the hostesses and chaperons follows the grand march and is a feature of each dance. The cadets are not permitted to take the girls to the parties or escort them home, but all guests must be properly chaperoned to and fro.

Military affairs are under the direction of a commandant, who is an officer in the U. S. army, and a resident commander, who directs the cadet officers. There is keen rivalry among the various companies for honors when inspection and competitive drills are held.

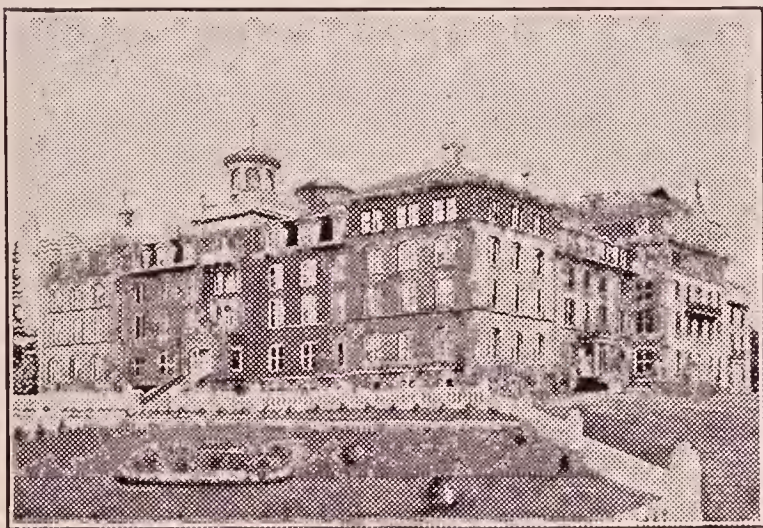
Oregon has more varieties of wood in commercial quantities than any state in the U. S. Sugar and Yellow Pine—Red and Yellow Fir—Spruce—Port Orford Cedar and Redwood are leading varieties.

Mt. Angel College

MT. Angel College is situated on the crest of Mt. Angel a beautiful gently sloping hill, which rises to a height of 300 feet above the surrounding fertile plain, which is diversified by fields, meadows, groves and orchards. Mt. Angel is 40 miles south of Portland, 14 miles northeast of Salem.

It affords a magnificent view of the snow-capped mountains of Oregon and Washington to the north, the long chain of the Cascade Range on the east, the Coast Range on the west, and the Waldo Hills with St. Mary's Peak on the south.

St. Anselm's Little Seminary is conducted in connection with Mt. Angel College, and has for its object to instruct boys and young men in the various branches of the Classical



Course and to give them a preparatory training for the priesthood. The seminarians attend recitations in the college, but they have their own study-hall, recreation room and dormitories in a separate wing of the building.

St. Thomas' Grand Seminary is intended for advanced students of the Ecclesiastical Course—Philosophy, and Theology.

To begin the study of Philosophy it is necessary to have completed the Classical Course (five years of Latin.)

The College and Seminary are built entirely of native gray stone. They afford most comfortable accommodations for two hundred and fifty students. The buildings are fitted throughout with the most approved systems of sanitary plumbing, heating and ventilation, which together with the natural advantages of location, assure the best possible conditions for the health and comfort of the students.

The Infirmary is conveniently arranged for the care and comfort of the sick. Two cheerful rooms, 27 feet square, with attendant's room between, are provided with the necessary appliances.

The two dormitories are in charge of the Benedictine Sisters, and are kept in excellent condition. Each student is provided with a neat and comfortable single bed, wardrobe and toilet case.

The dining hall is large, cheerful and neatly decorated. The meals are substantial and plentiful, most of the supplies for the table are being furnished fresh from the farm attached to the Benedictine Monastery. Sisters have charge of the kitchen. The farm consists of 2,000 acres, and includes tractors, trucks and all other farm equipment. Truck gardens, fruit trees, poultry and a dairy are included.

Realizing the usefulness, or practical necessity, of collections of specimens of Natural History for effective class work, especially in the study of the natural sciences, the college has always been anxious to collect and preserve whatever might prove useful. A spacious room in the new College building

has been set aside for a museum. Show cases, allowing a full display of the material collected, have been installed and contain rocks, minerals, ores, geological specimens, birds' eggs and nests, insects, marine shells, Indian curios and implements, etc. The institution is also in possession of an herbarium, comprising approximately 1,500 plants, in about equal numbers from Oregon, the Atlantic States and Europe.

The Physical Cabinet is well furnished with all the appliances necessary for a thorough practical and theoretical knowledge of this ever-advancing science. Within the last few years a large number of very valuable instruments, such as dynamos, motors, coils, X-ray apparatus, models of engines, microscopes, phonographs, etc., have been purchased, all of which insure the practical illustration of the principles of physics, mechanics and electrical engineering.

Adjacent to the college is the headquarters of the Benedictine Press—the largest private printing plant west of Chicago. The office is equipped with modern machinery, and the arrangements are so excellent that every employe, from the editors down, works under almost ideal conditions.

In this plant the Mt. Angel Magazine, the Pacific Star and St. Joseph's Blatt are published. These publications have a circulation of about 75,000, reaching corners of the world. The Mt. Angel Magazine alone has 40,000 circulation, and sells at \$1.50 a year. The Star is a school paper published quarterly. The St. Joseph's Blatt is printed in German.

The institution has two libraries, one of which is in the college for the special use of the students. The works in the library cover nearly every department of science and literature.

The teachers' library proper is especially for the professors and advanced students, and at present contains more than 20,000 volumes, a great many of them of rare value. The library is kept in a separate wing.

The facilities and opportunities which Mt. Angel College offers to its pupils for the cultivation of musical talent are not equaled by any institution in the West. The college is fully equipped with a number of pianos, organs, and, in fact, all modern musical instruments; and the musical library contains the works of most of the great masters of the classic and modern eras. The several excellent and well-trained musical organizations are the best evidences of the efficiency and qualifications of the professors of music.

While using all diligence to afford a true, solid moral and intellectual education, Mt. Angel College deems it also of great importance not to neglect bodily exercise. The gymnasium, 129 by 60 feet, contains, besides large departments for senior and junior students, a handball alley, an elevated banked running track, fine needle showers and a newly equipped office for the director of athletics, a billiard room, reading rooms, etc. It is needless to say that it is provided with all appliances necessary for physical training.

The play grounds are extensive and comprise everything that could be desired to furnish amusement as well as healthful exercise, so necessary for the healthful development of mind and body.

Mt. Angel College, conducted by the Benedictine Fathers, was founded in the year 1887, by the Rt. Rev. Adelhelm Odermatt, O. S. B., with the approbation of His Grace, Most Rev. Archbishop Wm. H. Gross, D. D. By act of the legislature, the institution was granted a charter, with power to confer the usual academic honors. The rapid increase of students soon necessitated the erection of a more spacious building. In the following year the seminary was opened for the training of candidates for the priesthood. On May 3, 1892, the monastery and the seminary buildings were destroyed by fire. Although a heavy loss was sustained, the magnificent new buildings were immediately constructed.

Father Martin, O. S. B., was made president of the college, in 1917.

St. Helen's Hall, School for Girls

ST. HELEN'S HALL, a boarding and day school for girls, is now in its fifty-first year. It is located in a fine campus on the lower heights, occupying a whole block at Thirteenth and Montgomery streets. From thirty to forty resident pupils can be provided for and a large number of day pupils.

There are airy, well-lighted class rooms, tennis courts, a spacious playing field, and an outdoor gymnasium. The number of pupils listed this year is 172.

In June, 1904, at the request of the board of trustees, the Sisters of St. John Baptist, of New York, took charge of the school. Their work has been crowned with success. The aim of the school is to provide the best modern facilities for an all-round education. As an instance of the thoroughness of the curriculum, a pupil of St. Helen's Hall recently took the prize for an essay in a competition open to the whole state of Oregon.

There are three departments, the lower school, the upper school and the kindergarten department. The certificate of St. Helen's Hall is accepted in lieu of entrance examinations at the state universities of Oregon, Washington and California, and the work is accepted by eastern colleges according to the new regulations for entrance.



Those not intending to enter college can take a full course in domestic science. High grade professors and teachers provide lessons in art and music. Visitors to the Shrine convention are cordially invited by the Sisters to pay a visit, and inspect the buildings.

Columbia University

SITUATED on a high bluff skirting the Willamette river, Columbia University is now in its fifty-first year. It is located in a location that could not be more ideal for such an institution.

Columbia University is a Catholic boarding school and day school for young men and boys. The school offers students complete college and high school training. Reverend Eugene P. Burke, C. S. C., is president of the school, and under his able direction is a staff of capable instructors in the various departments.

Too much cannot be said about the character upbuilding features of the school. The students have an advantage over Eastern schools in the equable climate, giving them the benefit of life in the great out-doors. The extensive grounds forms pleasing campuses for recreation and athletic sports, for which Columbia students are noted. The Columbia Coliseum, is a large building and is fully equipped. This indoor track is annually the scene of inter-scholastic track and field meets. Christie Hall, a students' residence, contains a chapel, gymnasium and billiard room.

The rooms in Christie Hall are comfortably furnished and the cuisine is excellent. So far has the university gone to provide for the boarders that a poultry farm and also a dairy are operated in connection with the school, in order to insure the freshest eggs, milk and butter for the table.

The Sisters of the Presentation, an exiled French community, have charge of the kitchen and laundry. Their convent is on the college grounds.

Columbia College was founded by the Most Reverend Alexander Christie in 1901. Students from all over the United States are now in attendance, a large percentage being non-Catholics.

Hemphill's Trade Schools

THE Portland branch of Hemphill's Trade Schools is just as extensive in its scope and thorough in its various departments as other schools in the great Hemphill chain. It is located at 703-4-5 Hawthorne Avenue, and is under the personal supervision of Stanley R. Hemphill, president of the corporation, which is operated by Robert E. Hemphill and his seven sons.



STANLEY R. HEMPHILL

Not only do the students at the Hemphill Trade Schools get the benefit of a thorough knowledge of the theory of the gasoline motor, but they learn by actual experience in the large shops maintained by the school, every phase of the practical work. Instructors with specialized knowledge of each division of the work are directing all the classes.

Hemphill's Trade Schools have been established for fifteen years, and thousands of expert gas engine mechanics have been developed through their efficient courses.

Constant additions and improvements have been made in the schools, and their growth has been phenomenal. Not only are the students given instructions and training in the automobile line, but the course of studies is just as complete in tractors, marine engines and aeroplane engines.

The photo is that of Stanley R. Hemphill.

Education Pays in War and in Peace

THE war took the measure of every combatant in respect to education. The quantity and quality of its education determined the contribution of every nation to victory. Nothing was clearer than that nations with the best type of public education had the greatest reserve power and exerted the most enduring force.

Leadership, research, teaching and technical training all counted in the great decision. These are exactly the things that in Oregon are being fostered by your State University, State Normal School, and State Agricultural College.

Leadership was a great factor in winning the war. The thousands of young men from the college and the university who went into various arms of the service carried this quality with them, and made it count for victory.

Research played an important part in winning the war. Upon research new truths chiefly depend; and new truths make new progress. Both the university and the college are engaged in research in their respective fields, and both have contributed important discoveries to human knowledge. The Normal School, too, is doing creative work in education, blazing new trails.

Teaching is the wellspring of all education. No system of education can be stronger than the inspiration of its teachers. American teachers, from the laboratory expert to the rural school mistress, were back of the boys who finished the job at Metz. In Oregon the fountain head of teaching is in the University, which supplied the great body of high school teachers; in the Normal school, which prepares the thousands of teachers for the elementary schools; and in the Agricultural College, which trains the growing numbers of vocational teachers.

TECHNICAL TRAINING

The medical experts, the chemists, the engineers, the psychologists, the foresters, the bacteriologists, and the accountants and organizers—these were truly the sinews of the late war, and the special glory of America. From Oregon, the University and the College contributed their full quota.

In the war, in short, nothing paid so well as education. The state educational institutions were the greatest asset in the conflict. Yet education is all for peace; and these institutions pay their biggest dividends in times of peace. Will you give them the funds necessary to care for a doubled enrollment in these days of doubled costs? Then go to the polls May 21, and vote 310 X, Yes.

Education Pays

EDUCATION pays for the individual and for the state. A person with no education has but one chance in 150,000 to render distinguished service to the public. With common school education four chances; with high school education 87 chances; with college education, 800 chances.

Are you giving your child this chance? States that have invested most in education are the wealthiest. The Oregon Agricultural College, through a "liberal and practical education" prepares the young man and young woman for useful citizenship, and for successful careers in agriculture, home economics, commerce, mining, engineering, pharmacy, forestry and vocational education, together with training in physical education, music, etc.

For information, write to the Registrar, Oregon Agricultural College, Corvallis, Oregon.

The future of the institution will be decided on May 21, when the higher educational tax act is voted on by the people. If you believe in the work of the institution, vote 310 X, Yes.

Ice Cream, a National Dish

EVERY country has at least one dish or food for which it is world-famous. When we think of England, we connect her with roast beef and Yorkshire pudding; Scotland is synonymous with oat meal; Italy means macaroni or olive oil; Mexico has chili con carne—a host of others instantly come to mind and we proceed to wonder what dish is really the universal favorite here at home. The states each have some special cookery in which they excel and for which each has won a deserved reputation. We remember New England and its fish, or Vermont griddle cakes and maple syrup; down in Boston the whole world has eaten her peerless beans; from Maryland come the fat oysters and terrapin, beloved of the epicure. The South is famous for its fried chicken and waffles and the wide West for sundry dishes fit for a king. But none of these quite have the national appeal, the all-round use which would entitle them to be known as our national hobby in the eating line. They are all typical American dishes all have country-wide usage but not to the extent that another food enjoys which has never been much advertised, never has seen undue publicity, but instead quietly for these many years has been working its way into the hearts and stomachs of all America and today, if a vote were taken, the dish most beloved by our people as a whole would be ice cream.

Ice cream! For years that magic word has spelled delight and anticipation to millions of youngsters and where only yesterday it was the treat par excellence for "company," parties, or Sundays, today Young America can go to the nearest drug store or ice cream emporium and at any hour to eat his fill. Yesterday ice cream signified the "dress-up" dessert, the most choice refreshment we could offer our guests. Today, in city or town, the average consumer turns to her telephone five or six days out of a week and orders it as her daily dessert, or for a friendly accompaniment to the evening or afternoon call from the neighbor next door. From being employed only on state occasions, ice cream now is probably one of the standbys of the American ordinarily well-to-do family, and the dairyman can come to attention and salute this greatest daughter of milk, for it is at present the silver lining to the dairy world cloud which hangs over our products today.

It Always Sells

When the price gets beyond a certain point, the consumer refuses to buy two quarts of milk whether needed or not. She turns upon butter a very cold shoulder when the price of the golden spread apparently ascends to the skies. She has not learned to use or like cheese in anywhere near the proportions it deserves but—and this "but" is worthy of careful consideration—she appears to think that ice cream, either by quart for home serving or by the dish over the counter, is well worth the money asked for it; and ice cream rather inconsistently remains in her good graces. The ice cream "fan" fails to realize why his favorite does not turn on him as candy or spirits do and demand a reckoning with his stomach. He simply knows that it appears to strangely agree with him and no ill results follow. When this understanding is in the possession of everyone who now looks at the sweet as only fit to top off a meal with or an occasional "refreshment," then we shall see milk's greatest by-product in more demand than ever and the dairyman of this country may be put to it to supply the leaping demand.

Everyone, rich and poor, sick and well, children and grown-ups, all love ice cream and ice cream loves them. Everyone has a good word for it, from the child to the adult, from the doctor to the scientist. It is healthful. It promotes growth. It agrees with the weakest stomach. In short, it is good, clean to the last spoonful and America is making no mistake in "going to it" to a man!



Portland—A Great Financial Center

By SYDNEY B. VINCENT



PORTLAND, OREGON, occupies a unique position in the banking and financial importance of Pacific Coast cities. Rated fourth city in population, Portland ranks second only to San Francisco in matters financial and holds a premier position among the cities of the Pacific Northwest. In every banking feature Portland is far ahead of the next competing city in this wonderfully rich region.

A comparison, from banking standpoint, between Portland and San Francisco, Seattle, Los Angeles, Tacoma, Spokane, Oakland, Sacramento and Stockton, shows that the four cities first named overshadow their smaller neighbors, and a study of the relative positions of the four leaders supports the declaration made in the first paragraph of this article.

It is not my purpose to make detailed comparisons, nor do I propose to disparage in the slightest degree the banking facilities of competitive cities, but I expect to show conclusively,

in as brief a fashion as I may, that Portland's position as the financial center of the Pacific Northwest may not successfully be disputed.

For years efforts have been made to inculcate in the minds of those unfamiliar with the situation, that Portland is the second city, financially, in the Pacific Northwest. This has been persistently attempted, and not altogether without success. Clever advertising, neat juggling of figures and other methods have made their impression, but official figures covering the chief Pacific Coast cities made toward the close of 1919, confirm the claim of Portland bankers and business men that the great port on the Columbia river is safely established in the first position as the financial power of the Pacific Northwest.

The November, 1919, statement of the federal comptroller of currency shows that the national banks of San Francisco carried 85,625 accounts; Portland, 83,951; Seattle, 82,103; Los Angeles, 72,698. It thus will be seen that San Francisco, generally accredited with having a population twice as great as Portland's, had at that time but 1,674 more national bank depositors than Portland, and that Portland national banks had 1,848 more depositors than the banks of Seattle, and was 11,253 depositors ahead of Los Angeles. The latter city claims to have a larger population than San Francisco.

Let us take another angle of the situation, as affecting the two banking centers of the Pacific Northwest, Portland and



NORTHWESTERN NATIONAL BANK



UNITED STATES NATIONAL BANK

Seattle, its nearest rival. On November 17 the four national banks of Portland had deposits aggregating \$128,969,582.72, as against Seattle deposits amounting to \$92,479,038.58, giving Portland almost a forty per cent lead, or a total gain of \$36,490,544.14, and this amount does not include several millions of dollars in the savings and trust departments of Portland's national banks.

Let us try another angle in comparisons. Here are the resources of the national banks of Portland and Seattle for the same date: Portland, \$150,813,792.32, as against the total for the metropolis of Puget Sound of \$107,571,615.53. It will be noted in this return that the percentage of increase in the matter of resources is practically the same as it was in

deposits, or \$13,242,176.99, proving the consistency of Portland's financial superiority over her nearest competitor.

Portland's position is one of great moment in these days of increasing trade and close scrutiny of credit. Always a conservative city, she has been builded upon a foundation of conservatism and confidence which will stand her in good hand in the future growth of the city, just now entering upon a grand new stage of development industrially and in her trade with the ports of the world.

The banking situation in Portland also reflects the growth of territory tributary to the port., and the confidence of the people of Portland in her institutions.

The accompanying table shows Portland's annual bank clearings for the period beginning with the year 1900. It tells a remarkable story of persistent development, one equalled by few American cities, and sounding a note of increasing strength which augurs well for the future.

Year	Amount
1900	\$ 106,918,027.48
1904	189,051,469.92
1905	228,402,712.69
1906	281,170,796.26
1907	350,888,630.97
1908	310,656,512.69
1909	391,028,890.61
1910	517,171,869.97
1911	557,464,848.17
1912	597,087,856.12
1913	627,818,010.31
1914	578,884,018.99
1915	554,446,756.22
1916	649,995,241.35
1917	868,331,422.07
1918	1,349,980,892.07
1919	1,652,950,830.27



FIRST NATIONAL BANK

In the year of 1918 the total of clearances of the Portland banks was \$1,349,980,892.07. For 1919, the figures were \$1,652,950,830.27, but they do not fully tell all the story. Only a comparison of the two years, by months, adequately can present the consistency of Portland's development. Here is the story by months:



LADD & TILTON BANK

CLEARINGS BY MONTHS FOR 1918 AND 1919

	1918	1919
January	\$ 80,417,173	\$ 118,666,941
February	72,567,265	99,352,401
March	88,061,453	124,129,769
April	103,752,854	129,556,148
May	96,353,218	132,926,684
June	100,928,446	125,864,307
July	106,513,572	128,151,278
August	109,699,461	138,176,705
September	125,334,598	171,405,240
October	165,926,798	181,477,797
November	132,049,603	151,701,278
December	140,970,428	151,642,264
Total	\$1,349,980,892	\$1,501,249,551

The past few years have developed great changes in the banking situation in Portland. Capitalizations have increased greatly, and expansion has been the order of the day. The four great national banks have been obliged again and again to increase their facilities, and several of the smaller banks have moved into larger quarters. Several new banks have been established, and altogether the banking business of the city,

both in the number of banks and in their development of their respective businesses, has grown tremendously.

With the development of shipping and foreign trade the exchange departments of the larger banks have expanded greatly. Each of the national banks are delving deeper and deeper into the possibilities of foreign trade. Each bank has its corps of foreign trade experts and preparations for future development in this line are being made as rapidly as circumstances warrant. Foreign transactions of great magnitude are being handled; the various institutions have participated heavily in the organization of syndicates to establish foreign agencies and to develop the commercial relations between the Port of Portland with Pacific foreign and European countries. That there will be continued growth in this direction is certain. New shipping lines are being established, and many new firms are entering the export and import trade.

Portland has another great financial distinction, being the foremost center for bond and investment securities sales on the Pacific Coast.

Prior to the war there was an annual distribution of investment securities of the better class from this city aggregating probably \$10,000,000 each year. Then, with the education of the public upon the distinctive advantages of this sort of investment that resulted from the offerings of government bonds issued to finance the war, thousands of persons who had not before recognized the liquid character of bonds became buyers.

It is estimated that sales of bonds through Portland houses during 1919 exceeded \$120,000,000 and that the volume of business will steadily increase in proportion with the general progress of business and financial operations of the tributary country.

Portland banks have established bond departments in order to better take care of the business of their customers, thereby being in a position to give more comment on securities offered on the market.

There are a score of exclusive bond houses, and dealers in investment securities, including firms with a capital of \$1,000,000. The high standing and sterling character of the strong houses in the business of buying and selling municipal and corporation bonds and investment securities and the important part their transactions play in the activities of the financial district is the best assurance that Portland will continue in the investment fields, as it has long been in banking, the foremost in the Pacific Northwest and set the pace for the entire Coast.



INTERIOR OF ASHLEY & RUMELIN BANK

Ashley and Rumelin

PRESENT home of Ashley and Rumelin, bankers, located at Second and Stark streets. Announcement has been made that the bank will occupy larger quarters in the Lumber Exchange building soon. Bank was established in 1907, does a general banking business, has correspondents in principal cities, specializes in foreign exchange. Deposits last call were over \$700,000. C. E. Rumelin is president; R. G. Ashley, vice-president; and M. A. M. Ashley, cashier.

Peninsula National Bank

AN increase in capitalization of the Peninsula National Bank which took effect on March 8, is a matter of interest to newswriters because the rather remarkable growth of this institution reflects the progress of a big and thriving section of Portland.

Some of the high lights in the growth of this bank are: Established in 1905, capital, \$25,000; increased capital in 1908 to \$50,000; national charter granted in 1912; 1917 increased capital to \$100,000, surplus, \$10,000; 1920 increased capital to \$200,000, surplus, \$40,000.

During its 15 years of existence the bank's resources have increased to over \$2,000,000.

Several changes in officers and directorate were made the first of the year. Officers now are: Fred C. Knapp, chairman of the board; Grant Smith, president; John N. Edlefsen, vice-president and manager; Frank P. Drinker, vice-president; Charles B. Russell, cashier; Stanton L. Dobie, assistant cashier; Edward R. Morris, assistant cashier; Leo J. Wright, assistant cashier. Directors are: Thomas Autzen, H. W. Bonham, K. C. Couch, F. P. Drinker, J. N. Edlefsen, A. R. Jobes, F. C. Knapp, H. E. Pennell, Grant Smith.

The Peninsula National is located in what used to be St. Johns, now included in the corporate limits of Portland. The bank was established there when the first few of the big industries now thriving in that vicinity were in their infancy.

Officers of the Peninsula National Bank have always believed that the lower peninsula was the logical location for the big basic industries. Recently progress seems to have justified their belief. The district directly served by this bank, which includes most of the residential section of the peninsula, the business part of St. Johns and the waterfront industries on the Willamette side, now has an industrial payroll of approximately 10,000 persons.

State Bank of Portland

THE State Bank of Portland was incorporated and taken over by purchase, the business of the Scandinavian-American Bank on June 25th, 1917, the Scandinavian-American Bank having been established in 1908. The bank was then situated on Park and Morrison streets, and in 1918 removed to its present location on Fifth and Stark streets, in the heart of Portland's financial district.

The bank has a capital of \$200,000, surplus, \$50,000, and undivided profits of \$25,000, making a total of \$275,000, and deposits of about \$3,500,000 and total resources approximating \$4,000,000. Their business is growing rapidly, having shown an increase of approximately \$1,000,000 or 35 per cent last year, and they are now taking on additional banking space by adding the quarters now occupied by the Lumbermen's Trust Company on the north of their present room.

The bank makes a special effort to serve the smaller business man and savings depositors; their officers are all active in the bank, and have had many years banking experience in Portland and the Pacific Northwest. Their directors are all local people, prominent in the business and civic life of the community and the bank has their active assistance and support.

Citizens Bank

THE Citizen's Bank is located on the east side, occupying the corner ground floor room in the handsome building at the corner of Grand avenue, at East Sixth street. The bank was established in 1890. A general banking business, commercial and savings, is conducted by the institution. N. U. Carpenter is president; Joseph Paquet is vice-president; E. A. Clark, cashier; A. W. Livingston, assistant cashier.

United States National Bank

IT IS not many years since the old Ainsworth National Bank of Portland opened its doors for business on the corner at Third and Oak streets; that was in 1882.

Portland, together with all of the Northwest, has since passed through several periods of financial stress, which materially changed our local map as to banks and bankers; but J. C. Ainsworth, R. W. Schmeer, A. M. Wright, W. A. Holt and Paul S. Dick, each of whom have been actively engaged in banking on the Pacific Coast for over twenty years, are names that have stood the test of time and won for the United States National Bank a reputation in the financial world that is second to none on this Coast.

The Ainsworth National started with a capital of \$100,000, and when J. C. Ainsworth took its presidency in 1894, it boasted total resources of less than \$700,000. As a first important step toward measuring up to requirements of this growing community, the Ainsworths joined hands with I. W. Hellman of San Francisco in acquiring control of the United States National Bank. This was in 1902, when the United States National claimed \$250,000 capital and total assets of less than one and one-half millions. The merged institution in its statement of November 25, 1902, showed a capital of \$300,000, deposits less than \$2,000,000. As a second important step, the Portland branch of Wells Fargo and Company's bank was purchased in 1905 and amalgamated with the United States National. Its statement of August 25, 1905, shows a capital stock of \$500,000 and deposits of \$4,898,000. In 1910 the capital stock was increased to \$1,000,000. Statement of January 31, 1910, shows deposits of \$9,216,000. In the meantime, H. B. Ainsworth, brother of President J. C. Ainsworth, was added to the directorate and is an active vice president. Mr. Ainsworth has had much experience in banking and other business pursuits on the Pacific Coast.

On September 15, 1917, the Lumbermens National Bank was amalgamated with the United States National Bank, which added resources of more than \$8,000,000.

The entire clerical staff of the Lumbermens remained, together with all officers, namely, E. C. Crawford, A. L. Tucker, Graham Dukehart, C. M. Dyrland and E. C. Sammons—all men of much banking experience and ability.

The United States National Bank now has resources of over \$35,000,000, with capital and surplus of \$2,500,000, and now occupies its new banking home at Sixth and Stark streets.

The building covers a full quarter block. It was designed by A. E. Doyle of this city, and is considered one of the finest specimens of Roman-Corinthian architecture in the United States. Its exterior is faced with a light pinkish grey terra cotta on a pink granite base. Six Corinthian columns, forty-eight feet high, supplemented by a richly ornamented frieze, cornice and balcony, present a front of exceptional



dignity and beauty; and it may be of interest to note in passing that arrangements have been made which flood-light the building at night, so the proverbial dark corner presented by most banks does not apply here.

The bank lobby is rectangular in shape, measuring 42 feet by 56 feet and 30 feet in height, a mezzanine floor on three sides, adding liberal additional space for the working force. All banking fixtures are of marble, bronze and plate glass; walls and ceilings are decorated in colors to harmonize with the warm yellow of the floors and banking screens. The vaults, directors' room, recreation rooms, locker rooms and lavatories are in a well lighted, thoroughly ventilated and waterproof basement; and three upper floors, in marble, tile and mahogany finish, have for rent some 23,000 square feet of very desirable office space.

As a whole the improvement is a credit to the whole city and typical of the progressive spirit that has built up the United States National Bank.



Clark, Kendall and Co.

CLARK, KENDALL & CO., was incorporated in July, 1919. It is a re-organization of the partnership composed of Walter Kendall, Willis K. Clark, and Ralph H. Schneeloch. Mr. Clark is now manager of the Ladd & Tilton Bank bond department, and Mr. Schneeloch has his own company. Mr. Kendall is president and executive manager of Clark, Kendall & Co., Inc. Associated with him on the directorate are R. M. Dooly, Jr., Claude D. Starr, Ben C. Dey, and Ralph W. Wilbur, all of whom are prominent men in Portland business affairs.

Due to the knowledge of securities possessed by the company's officers and its relationship with different prominent underwriters, it has experienced an unusual growth. Its office is located at Fifth and Stark streets.

Clark, Kendall & Co., limits its offerings to government and municipal and standard industrial bonds, and occasionally brings out preferred stocks of companies the earning of which have been such as render their securities good investments.

Clark, Kendall & Co., offers its services as an investment consultant in all financial lines, and has installed an income tax department, which is at the disposal of any individual or firm requiring assistance or information along that line.

In addition to the above, a partial payment department has been added, being operated mainly for persons who wish to benefit from their savings, and who are not in a position to purchase large blocks of bonds for cash.

LADD & TILTON BANK

IT was in 1853 that William S. Ladd erected at 105 Front street, the first brick building in Portland, and in company with Charles E. Tilton started a mercantile business there.

In 1857 a second story was added, and here, June 1st, 1859, was organized what is now the Ladd & Tilton Bank—the first financial institution in the Pacific Northwest, which then comprised Oregon, Washington, Idaho, Western Montana, and Alaska.

It was just a little bank, with a capital of \$50,000, but it made possible a big advance in the business life of the small settlement, and was established with high aspirations on the part of the young partners in the new enterprise.

Mr. Ladd was in active charge, since Mr. Tilton resided in San Francisco, and an extract from one of Mr. Tilton's letters shows the lofty ideals on which the new bank was founded. "Let us take a safe and straight course in all our business dealings." "We must be prompt in meeting every

by borrowers, and the banker must decide matters largely on the basis of personal character, not always an easy matter. The rate of interest paid on deposits varied from 10 to 20 per cent per annum.

But with these varied problems to solve, and obstacles to surmount, the young bank prospered, and by December 31st, 1861, the deposits amounted to \$113,344.36. So encouraging was the prospect that two years after organization, Mr. Stephen Mead was taken into partnership, and the capital stock increased to \$150,000.

The page and a half of ads in the Morning Oregonian show that by 1864 three other banks had been organized—the First National of Portland, the Bank of British Columbia, and the East Portland Savings and Loan Bank. Competition only spurred on "Ladd & Tilton, Bankers," and in 1864 they fitted up new offices on the ground floor of a building at Stark and Front streets, remaining there until 1868.

That year they moved into their own building at First and Stark; all the materials in it were strictly home products, and the building itself followed the best architecture of the time. The Portland Library Association occupied free space on the upper floor, an example of the civic spirit always shown by the Ladd & Tilton Bank.

West Coast Life Insurance Co.

ASSETS amounting to over four and one-half million dollars with forty million dollars worth of insurance—such is the record of the West Coast Life Insurance Company, which was established in March, 1906.

The head office of the company is located at San Francisco. J. W. Stewart, superintendent of agents, has charge of the northwestern division, covering Oregon, Washington, Idaho and Montana. Headquarters are at 705-6-7 Gasco building, and sub-offices are located in Seattle, Tacoma and Spokane.

The executives are John A. Koster, president; T. C. Tilden, vice-president; Victor Etienne, Jr., vice-president; Francis V. Keesling, vice-president and counsel; Charles W. Helser, vice-president; Gordon Thomson, secretary and actuary; George D. Clark, treasurer, and W. R. Cluness, Jr., medical director.

The spirit of the west is the spirit of West Coast Service. It is virile and aggressive. It includes strength and a healthy enthusiasm. Above all other things, service is the dominant factor. Operating in all of the western states, as well as in the Hawaiian and Phillipine Islands, it is one of the largest insurance companies west of the Mississippi river.

Hobbies and Fancies of Prominent Men

William Cornfoot's hobby is pleasant and harmless—to himself. He calls in the Portland pipers' band, locks his office and listens to the two-and-twenty bag-pipes all playing different tunes.

After a hard season of golf Guy M. Standifer freshens up by going east and selling contracts for building half a dozen steel tankers.

A. L. Mills spends all of his spare time playing golf, hunting, fishing and walking, so that he has no time for hobbies.

J. R. Bowles' hobbies include shipbuilding and wing-shooting, and his friends maintain that he is unexcelled in either line. And when he's feeling particularly devilish he just loves to spit in the ocean.



obligation, and jealous of our credit at home and abroad."

One can appreciate somewhat the difficulties under which these pioneer bankers labored. It took six to nine days for mail to go from Portland to San Francisco. There were two mail routes to the East—one by steamer via the Isthmus of Panama; the other overland to the Missouri river, thence by rail. In either case it took 40 to 45 days for letters to go from Portland to New York.

At that time not much collateral security could be offered

Pacific States Fire Insurance Co.

THE opening of the new home of the Pacific States Fire Insurance Company, at the northeast corner of Eleventh and Alder streets, indicates in a measure the success that the company has attained. The building was purchased by the company recently and completely rebuilt, and is one of the best equipped offices in the entire west.

The Pacific States Fire Insurance Company is an Oregon corporation, and the officers and directors are prominent Oregon men. Starting in 1910 with assets of \$288,169, and



\$25,920 total premiums for the entire first year, the assets on January 1, 1920, were \$982,878.10, with premiums amounting to \$479,809.73 for the past year. It is the only fire insurance company in the Northwest and its money is invested entirely locally.

A. H. Averill is president of the company; F. I. Fuller, vice-president; L. G. Clarke, treasurer, and T. H. Williams, secretary and manager. There are also seven other directors in various parts of the state.

John Burgard & Co.

JOHN H. BURGARD and Company are in the general insurance business, the line includes fire, marine, plate glass, holdup, liability, accident, health, explosion, riot and strike insurance. The company represents some of the most substantial companies in the country, several of which are leaders in the special lines. The company gives expert service, no matter what branch of insurance the client may require. The offices of the company are located at 273 Oak street.

Oregon Transfer Company

THE Oregon Transfer Company is the pioneer establishment of its kind in the city, having commenced operations in 1848. A fleet of forty trucks and transfer wagons is maintained, and the payroll is a large one. The offices and warehouses are located at 474 Glisan street, and 169½ North Sixth streets. The plant is valued at nearly half a million dollars. J. M. Parke is secretary and manager.

In cereal manufacture, Oregon equals any state west of the Roey Mountains and surpasses most of them.

The Bank of California N. A.

THE Bank of California, National Association, is one of the oldest financial institutions on the Pacific Coast, founded as a state bank in 1864 and obtained its national charter on February 5, 1910. Since its organization, it has continuously held a prominent position in financial affairs of the West. The head office of the bank is in San Francisco.



In the year 1905, it acquired the business of the London & San Francisco Bank, Ltd., with branches at San Francisco, Portland, Tacoma and Seattle; the business of the San Francisco branch of that institution being amalgamated with the Bank of California. The other branches continued to be maintained as branches of the Bank of California.

On February 29, 1920, the date of the comptroller's last call, the published statement of the bank showed assets of \$121,000,000.

The bank transacts a general commercial banking business and has recently availed itself of the privilege conveyed by the Federal Reserve Act to establish a trust department, authorized to act as trustee, executor, administrator, registrar of stocks and bonds, guardian of estates, assignee, receiver, or any other fiduciary capacity permitted to banks or trust companies.

Hibernia Commercial and Savings Bank

THE Hibernia Commercial and Savings Bank is considered the most centrally located financial institution in the city.

The Hibernia Bank was established in 1892. It was first located at the southeast corner of Third and Stark streets. Later the bank was moved to Washington street, between Second and Third, and then to Second and Washington. With the business center, shifting west, the bank secured its present magnificent home located at the northeast corner of Fourth and Washington streets.

The officers and directors of the institution are as follows: John F. Daly, president; Lansing Stout, vice president; C. B. Sewall, vice president and cashier; Joseph E. Wiley, vice president; Fred I. Webber, assistant cashier; Chas. V. Gallo-way, assistant cashier; Arthur C. Spencer, Noble Wiley Jones, Jas. T. Barron and D. C. O'Reilly, directors.

Constant improvements and additions in the facilities of the Hibernia Commercial and Savings Bank reflect the growth of the institution. Additional space is again made necessary by its continued growth and plans have already been made for an enlargement of the banking rooms.





OREGON'S
L U M B E R
I N D U S T R Y

One-fifth of the
standing timber
of the United
States is in Oregon

PORTLAND

The Greatest Lumber Manufacturing City in the World
By SYDNEY B. VINCENT

THE LUMBER business of the Pacific Northwest represents the largest single industry in this vast region, so marvelously rich in natural resources. It would seem incredible to the casual observer to learn that in Oregon and Washington, the two greatest timber states in the Union, stands two-fifths of all the merchantable timber in the United States, but such is the fact. According to the best available federal statistics there stands in Oregon, Washington and Idaho 1,000,000,000 feet B. M., of merchantable timber, and of this vast amount the figures for Oregon show 470,000,000,000 feet board measure.

In this connection "casual observer" will be more greatly surprised to learn that the city of Portland, -Oregon, the metropolis of the vast Columbia river basin, the financial center of the Pacific Northwest, the second largest jobbing center on the Pacific Coast, the second largest wheat and wool shipping city in the United States, also is the largest lumber manufacturing city in the world, a distinction which undoubtedly always will be hers. In addition to the vast timber resources of Oregon tributary to Portland, practically all that vast area of timbered lands in Washington in the watershed of the Columbia, aggregating 1,000,000,000 feet, also comes to the Portland market.

Few persons realize that the knell of the timber industry in the great south, that portion of the United States south of the Mason and Dixon line, has been sounded. In all that vast area there stands today but 380,000,000,000 feet of yellow pine, and it is being cut so rapidly that, according to an announcement by the 1667 mills now in operation in the south, will be out of business in five years, and in ten

years three hundred additional mills will be without timber to cut, and practically one-half of the standing timber of the south will have been converted into lumber.

On the other hand, the present cut in the Pacific Northwest is only about 7,000,000,000 board feet a year, with indications that within five years this figure will be about doubled, of which something over one-half will be cut in Portland's trade territory, which will mean that approximately 150,000 people will be employed in the timber and lumber industries alone. Undoubtedly Portland always will wear the crown as

the king of lumber manufacturing cities.

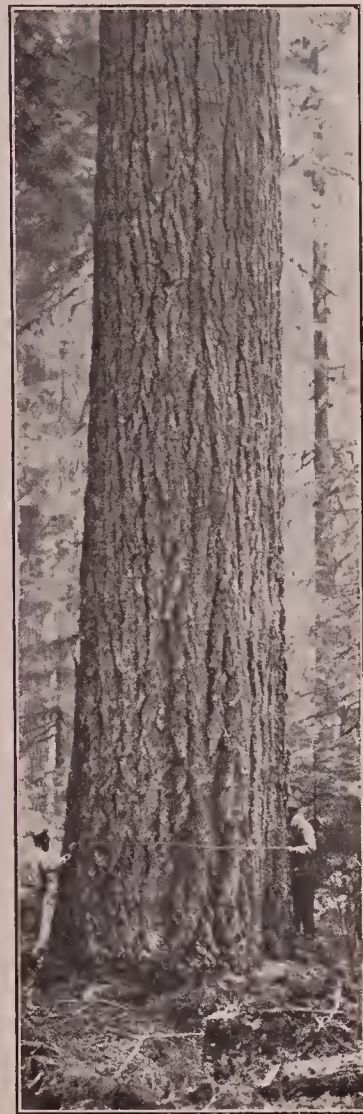
The rapidly decreasing supply of timber in the southern states can mean but one thing—that the great timber market of the future will be in the Pacific Northwest, for in a very few years the south will not have a sufficient supply to export and at the same time continue to take care of the lumber demands of that great section of the United States.

A further analysis of the timber and lumber situation in the Pacific Northwest produces additional figures of startling character. Proceeding on the hypothesis that only six or seven billion feet a year continue to be cut, there is a supply of raw material that would last approximately one hundred years, but figuring that Portland and the Columbia river basin territory will alone cut that amount each year, it would require 216,500 freight cars alone to move it, or if shipped by water some 15,000,000 dead weight tons of shipping would be required, and sixty or seventy years of time would elapse. Hundreds of ships of large capacity would be engaged in transporting the lumber. The great docks of Portland constantly would be lined with steamers either unloading commodities from overseas or loading lumber to take to Europe, Asia, South America and Africa.

Truly a great ocean commerce must concentrate at this wonderful port which lies at the confluence of the great Columbia and Willamette rivers.

But let us for a moment consider our domestic use of Oregon lumber. If the annual cut never exceeds six billion feet, and assuming that one-half of this production will be sold within the borders of the United States it would require approximately 108,000 carloads a year to move it. Reducing the figures again it would require six trains of fifty cars each every day in the year to handle the enormous output of the sawmills of Portland and vicinity.

A moment's consideration of the tremendous possibilities of the lumber development at Portland and the resulting increase in commerce which naturally must come to a manufacturing city of such capacity and to a port of such importance in the shipping of the world, it readily will be realized that even if Portland were solely dependent upon her lumber, the city would become one of the great American cities, but Portland and Oregon have so many other things to insure commercial



OREGON DOUGLAS FIR



OREGON SITKA SPRUCE



THE FORESTRY BUILDING, PORTLAND, OREGON
A MONUMENT TO THE TIMBER INDUSTRY

and maritime development that her future is doubly promising.

Trains needed to transport Oregon lumber to markets in the United States, are not going to be sent to Portland empty. Those trains are going to bring commodities for Pacific Coast and foreign distribution, or they will bring raw products to Portland to be manufactured and shipped overseas, thus insuring a great future for Portland, not only as a manufacturing city in other than lumber commodities, but as a city of great importing houses. Here will be concentrated vast quantities of Oriental raw and manufactured products, beside being a receiving point for goods from all Pacific Ocean ports, and Europe, and Africa, and South America.

The continued development of the vast timber resources tributary to the Columbia river and to Portland will stimulate the development of associated industries, such as furniture making pulp, and woodworking plants, the manufacture of machinery, and beside will bring into production for cattle raising, dairying and other agricultural purposes, hundreds of thousands of acres of logged off lands.

There is every indication that the lumber industry of Portland will enjoy great prosperity for many years. The markets of the world were depleted of their stocks during the war and the tremendous impetus building of all kinds has attained in the world since the signing of the armistice assures a ready market for years to come. The shortage of labor and other possible adverse manufacturing conditions seem to be the only possible contingencies which can arise to prevent the lumber production in Portland territory in the next few years attaining the proportions forecast at the beginning of this article.

It has been said that the three years of war caused a lumber deficiency estimated at 45,000,000,000 feet, or one-half of the present total annual output of the United States. It must be obvious then that if we are to return to normal production that this deficiency must create a tremendous commerce at Portland as well as other lumber shipping ports.

The shortage of dwellings in the United States, in Great Britain, France and other European countries will alone create a tremendous commerce at Portland as well as other lumber shipping ports.

The shortage of dwellings in the United States, in Great Britain, France and other European countries will

alone create a market for the industry. The British government announced some time ago that it would build 300,000 houses shortly after peace was signed, and other building of a private character in Great Britain will bring the total of new structures up to 500,000 within a few years. France, it is said, is in far worse condition than Great Britain, due, of course, to the tremendous material destructiveness of war's operations.

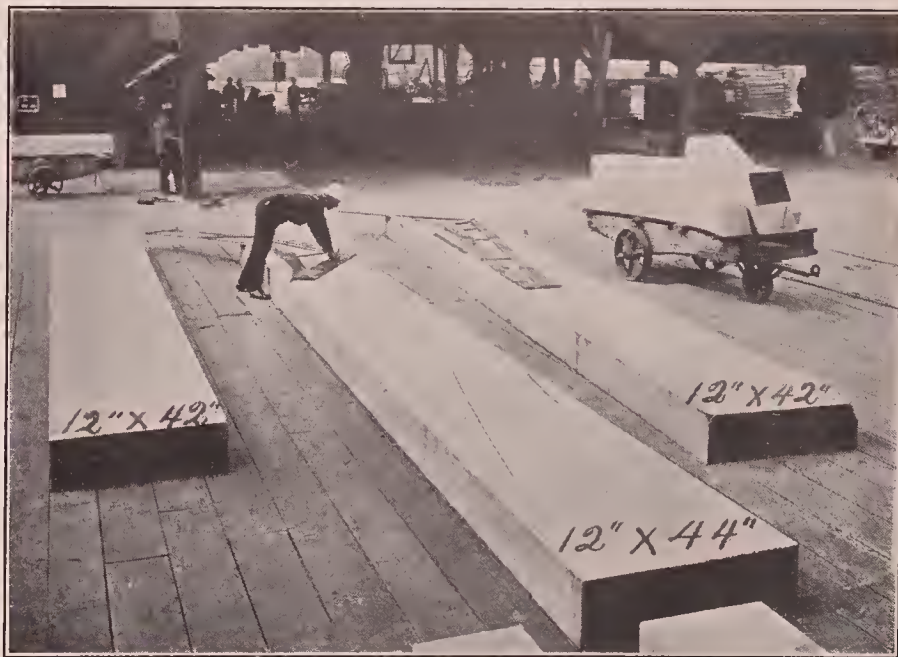
And so the lumber business of Portland will go merrily onward for many years to come. In fact, it is doubtful if production in the future ever will be less than it was this year.

Douglas Fir is the most important of Oregon grown timber. The French have a saying to the effect that the Douglas Fir of Oregon "is the King of Commercial Woods," and it truly is. For practically every building and structural purpose in which wood is employed, the Douglas fir is supreme. This particular variety of lumber is, of course, the backbone of Portland's great lumber industry. Douglas fir has been the great shipping lumber from all Pacific Northwest ports, and finds a ready market in the Orient, the Antipodes, South America, Great Britain and Europe and elsewhere in the world. Recent years have witnessed a considerable shipment to Africa, especially South Africa, where because of its lightness and great strength it is used for mining timbers.

The weight of Douglas fir, according to government records as reported in United States Forest Service Bulletin No. 108, is 28.9 pounds per cubic foot of green material. At the same time its strength for structural and all other purposes is equal to, or greater than that of any other species of soft wood.

"The most important of American woods," is the description given Douglas fir by the United States forest service. "Its rapid growth in the Pacific Coast forests, its comparatively wide distribution, and the great variety of uses to which it is put, place it first among the woods produced on this continent. As a structural timber it is not surpassed and probably it is most widely used and known in this capacity."

Douglas fir trees are scattered over the hills and plains from the Pacific Coast east as far as the Rocky Mountains, but the Douglas fir of commerce is found exclusively in the comparatively narrow strip of country west of the Cascade Mountains in Oregon, Washington and British Columbia.



SOME FINE FIR TIMBERS



A SMALL ARMY ON A LARGE STICK OF OREGON FIR IN A PORTLAND LUMBER MILL YARD

This species comprises, it is estimated, more than twenty-five per cent of the standing timber in the entire United States, including both hard and soft wood. Climatic conditions are extremely favorable to the production of fir lumber at all seasons of the year. Operations can be carried on in the open during the winter. Shipbuilding never need fear a shortage of supply. Natural conditions lend themselves admirably to the practice of cutting the logs in the winter and using them in ship construction in the summer, although in the recent emergency, green timbers were used with entirely satisfactory results.

In this connection the following report recently made by the United States forest service, is illuminating;

"Douglas fir does not shrink much for this reason it is possible to use partially dried material in emergencies without fear that the additional drying after the material has been shaped will open the seams or cause undesirable stresses in the members."

The Douglas fir timber resources of the Northwest are, in the most part, convenient to the tidewater mills. No time is lost, therefore, in getting the logs to the saws.

The Douglas fir of Oregon has a distinct advantage over the other soft woods, in that it may be cut into timbers of immense proportions. Timber 100 feet long, and two feet square, while not produced commercially except on special orders, may be had. Several Portland mills are equipped to cut such timbers.

The Douglas fir rapidly is becoming popular as a wood for the interior finish of the fine residences, of Pullman cars, and similar purposes. When cut for these purposes it is an especially beautiful wood, the grain giving a most attractive appearance. Douglas fir ages well and becomes very hard.

But Oregon has a number of other woods of commerce, including the great spruce, the wonderful red cedar, the hemlock and larch and other woods beside being a producer of large quantities of ash, maple, myrtle and other hard woods. The Oregon cedar is a wonderful tree, and attains tremendous growth. Its greatest commercial use in the United States is for the manufacture of shingles, being superior to all other woods for this purpose. A considerable quantity of the lumber is shipped to the Orient, and to Europe for various other purposes.

Oregon "Sitka" spruce is the chief pulp wood for the great paper mills on the Columbia and Willamette rivers. The great part it played in the "winning of the war" need not be gone into here. The world knows that it was the one wood essential to the completion of the greatest modern fighting machine, the airplane. Millions of feet of spruce lumber were shipped from the Northwest to Great Britain, France and Italy, to say nothing of the enormous consumption by the United States government. Portland was headquarters for the government's spruce operations, being selected because of its central location, its splendid transportation facilities and its access to the markets of the world.



A GIANT TIMBER FOR A PORTLAND-BUILT WOODEN STEAMER

East Side Mill and Lumber Company



THE East Side Mill and Lumber Company was established in 1902 and since that time it has grown to enormous proportions. John P. Miller, president of the Company, is a pioneer lumber man of the state. His interests include a box factory, and door plant, and a logging and timbering concern. Mr. Miller is inventor of the Miller gasoline lumber carrier, which the company now manufactures. The East Side Mill, the Oregon Door Company and East Side Box Factory are located on a large tract of land on the river at the foot of Spokane street.

Peninsula Lumber Company

ONE hundred million feet of fir lumber is cut annually in the huge plant of the Peninsula Lumber Company, located in the St. Johns district in Portland. Five hundred men are employed in the plant, the annual payroll amounting to about \$500,000.

The plant was established fifteen years ago, being owned by a Wisconsin corporation. At that time the plant was 600x600 feet in size. In 1916, F. C. Knapp, present head of the company, purchased the interests of outside owners and incorporated the company under Oregon laws. Today the plant is 1900x3300 feet in size. The output amounts to \$3,000,000 a year. The property consists of 120 acres.

The Peninsula Lumber Company's property is located on the river, and is provided with 2000 lineal feet of dockage. Aside from the deep water connections, the company has railroad trackage and shipments are made by car and cargo to all parts of the world.

Saari-Tully Lumber Company

THE business of the Saari-Tully Lumber Company has developed into great proportions, a large export business having been built up, in addition to domestic shipments.

The Saari-Tully Lumber Company deals in fir, hemlock, cedar and spruce. Long fir timbers, railway and car materials, ties, mining and ship timbers, boat materials, aeroplane stock, factory lumber, box and crating lumber and general building lumber is carried.

Portland offices are in the Northwestern Bank building. Branches are maintained in New York, Chicago, Cleveland and Minneapolis.



F. C. Knapp, president; William Anderson, secretary and treasurer; George Stock, office manager and assistant treasurer; H. D. Vaughan, assistant secretary; W. B. McMillan, general superintendent.

Brix Lumber Co.

THE Brix Lumber Company is one of the best known and most substantial concerns of this type in the Northwest. The company specializes in fir and spruce, and operates large mills. Albert Brix is president; A. E. Brix is vice-president, and L. A. Brix, whose picture is shown, is secretary and manager.





THE Nicolai Door Manufacturing Company was established in 1910. Last year 500,000 doors were manufactured. The output amounted to \$2,000,000, employment being given to 175 men and women. The plant occupies six acres. Harry T. Nicolai is president and manager.

Doernbecher Manufacturing Co.

THERE are comparatively few people living in Portland who know that there is located in this city an industry which ranks as the third largest of its kind in the entire world. This is the Doernbecher Manufacturing Company, producers of a large and varied line of bed room furniture.

To the founder, and still active head of this organization, F. S. Doernbecher, is due the credit for the high place occupied today by his firm. His wonderful success is largely due to his own knowledge of every phase of the furniture manufacturing business and the constant application of that knowledge through personal supervision.

He started to amass experience as an employee of some of the largest Eastern factories, gained more when he went into business for himself, when his output was largely the product of his own hands, and he is still studying the game today, keeping abreast of the latest and best in his line.

When Mr. Doernbecher first embarked in business for himself in 1890, his capital was \$1000, his crew numbered three men and the factory occupied 2680 feet of floor space. That was in Tacoma, Washington. In 1892 the plant was moved to Chehalis, Washington, and finally in 1900, due to inducements offered by the Portland Chamber of Commerce, Mr. Doernbecher came to Portland.

The road traveled to success has been far from smooth and it was only Mr. Doernbecher's tenacity of purpose, hard work and business insight which finally pulled to the top this flourishing business. In the early days Eastern competition and a certain lack of appreciation of Western made goods kept profits low. Then, lack of capital forced Mr. Doernbecher to assume indebtedness, the size of which would have at the outset, discouraged many men.

Today the Doernbecher Manufacturing Company is recognized throughout the country as a highly successful organization with an output of the highest merit.

Year by year substantial additions to the factory have been built and the most modern machinery is constantly being added.

The demand is easily accounted for by a fair and square marketing policy, goods of high-class design and workmanship and a "non-profitting" and standard quality goods even in these times.

Their line of furniture has been called for by Eastern dealers and by European, South American and Oriental traders, but the territory is limited to Western states because of the inability to manufacture a surplus over local demands.

Besides the Portland factory, Mr. Doernbecher has established at Coales, Oregon, a modern mill, cutting lumber and

vener for the exclusive use of the company.

In a complete plant at the Portland factory there are manufactured all of the mirrors used on the Doernbecher line. These are instances of the many things that combine to make this company as nearly self-contained as it is possible for an industry of this type to be.

The business last year exceeded one and a quarter million dollars, of which amount over a million is brought to Portland from outside the state. There are 350 men employed, and the monthly payroll aggregates \$40,000. The floor space totals over eight acres, and the Doernbecher Manufacturing Company has not stopped growing.

Portland Lumber Company

A LARGE export business has recently been developed by the Portland Lumber Company. Products from the big local plant are sent to all parts of the world.

The Portland Lumber Company was established in 1901. Improvements and additions have been made continuously, the plant now occupying about sixteen acres of land. The plant is located on the river front, at the foot of Lincoln street. In addition to water shipping facilities, tracks of both the Southern Pacific Company and Oregon Electric are laid in the yard.

The company specializes in the manufacture of Douglas fir. Two hundred thousand feet of lumber are cut daily in each eight hours. More than 250 men are employed in the plant.

L. J. Wentworth is vice-president and general manager of the company. G. K. Wentworth, Jr., is secretary-treasurer. Both are prominent Portland men, and own enviable reputations on account of war activities. Norris R. Wentworth is president of the company and John C. Ross, vice-president, are residents of Bay City, Michigan.

Central Door and Lumber Co.

THE business of the Central Door and Lumber Company has grown to enormous proportions. The company was established in 1907, and though the factory has been doubled in capacity over and over again, the company is still unable to fill the orders. The concern manufactures sash and doors, wall boards, mirrors and art glass. The factory is located at 13th and Glisan streets. A. F. Biles is president; J. C. Gripper, vice-president, R. N. Parks, secretary-treasurer.

Oregon's Fishing Industry



THE fishing industry of the lower Columbia supports at present about 20 canneries, the principal plants being within the city of Astoria. During the 1918 season the Columbia River canneries packed 600,000 cases of salmon. The value of this pack was \$7,500,000, 65 per cent of which represents the revenue to labor within this district and directly associated in the industry.

TO further the salmon packing industry on the Columbia, the state of Oregon operates numerous fish hatcheries, which are maintained by licenses assessed against the canneries and fishermen, where millions of salmon are propagated each year and released into the river. These fish go out to sea and grow to maturity, after which they return to the Columbia to spawn.

The Chinook Salmon, for which the Columbia is famous, starts to come to the mouth of the river from the ocean as early as February or March, but, by state regulations, the season for catching them does not open until May 1, which allows

large numbers to get up stream to their spawning grounds. Those which enter the river first go to the headwaters, many of them getting to spawning grounds in the Sawtooth mountains in Idaho, more than 1,000 miles from Astoria. There is no other species of fish in the world equaling the Chinook Salmon in commercial value. It reaches an enormous size; fish have been taken weighing 80 pounds, and 50 to 60 pounders are not infrequent catches.

Hume and Hapgood, the fathers of the industry, erected the first commercial cannery on the Columbia river in the spring of

1876. Although the appliances used for canning were crude as compared with those used in the modern cannery today, it is apparent that their venture proved a success from the start. Since that time—43 years—the fishermen have continued to ply their nets season after season without interruption.

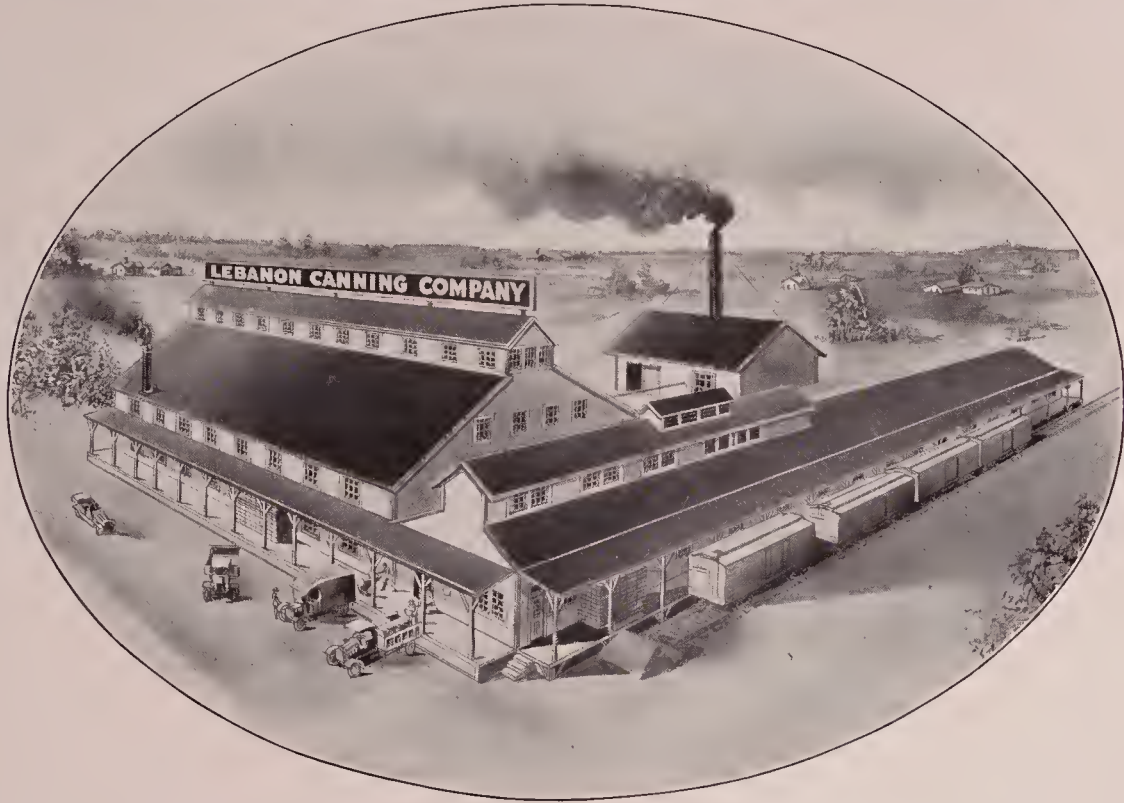
Statistics at hand show that there has been taken from the Columbia river alone, salmon product to the value of approximately \$130,000,000.

While the principal value of Oregon salmon fisheries is centered in the Columbia river district, the salmon production of the numerous streams is also an important factor. The larger of these rivers supports one or more canneries, as well as furnishing annually millions of pounds of fish product which are sent out to the fresh fish markets, a considerable percentage of which goes to the eastern markets.

The final figures showing the number of cases packed and the value thereof for the year of 1919 are not yet available, but from the information we have at hand it is safe to estimate that the value of the output for the Columbia river and the entire state will be not less than \$6,000,000.

The catch of spring or Royal Chinook salmon on the Columbia was as large, if not larger, than that of 1918, and when we consider that some of the former great salmon streams of Alaska produced less than 20 per cent of the normal pack, and that the entire pack on the Pacific Coast was below 50 per cent of normal, connected with the disastrous conditions which have overtaken the fishing interests of Puget Sound and Fraser river, it can be seen that the Oregon fisheries have made a very favorable showing for the season just closed.

Canning is Enormous Industry



GIVE a thought to the canning industry of Oregon! Think of the miracles of food preservation being performed within one hour's ride of your office, consider the wealth that industry is creating, estimate, if you can the increase in the state's productivity and land values resulting from this business—and you are face to face with one of the interesting phases of Oregon's development.

Shot through with strands of business imagination and foresight, a little daring, some bad luck and plenty of perseverance, the canning industry has today reached the stage where it stands up and compels recognition on its own merits and achievements.

Portland is naturally the local point of this growth. Many of the financing and selling plans are laid here, many concerns have their headquarters in this city, and all have selling agencies in Portland. For a complete roster of the firms and plants, the Associated Industries of Oregon has brought them all together in its directory of the state's industry.

Advertising pages tell us of the merits of some of the newer and justly popular branches of the food preservation business, specifically the fruit juices, jams and jellies and dehydrated fruits and vegetables. But forging ahead steadily without blare of trumpets or a full realization of the size they have really attained, the canneries of Oregon are still the principal consumers of the products of orchard and berry vines.

Forty canneries in Oregon, most of them in the Willamette Valley, produced 2,000,000 cases of canned fruits and vegetables valued at \$12,000,000. Sixteen firms owning most of the 40 plants, are members of the Northwest Cannery Association, of which J. O. Holt, manager of the Eugene Fruit Growers' Association, is president, and D. J. Matthews, of the A. Rupert Co., Inc., is secretary.

The products of 10,000 Western Oregon acres are used by berg; C. J. Pugh, Falls City, and Clarence Butt, Newberg.

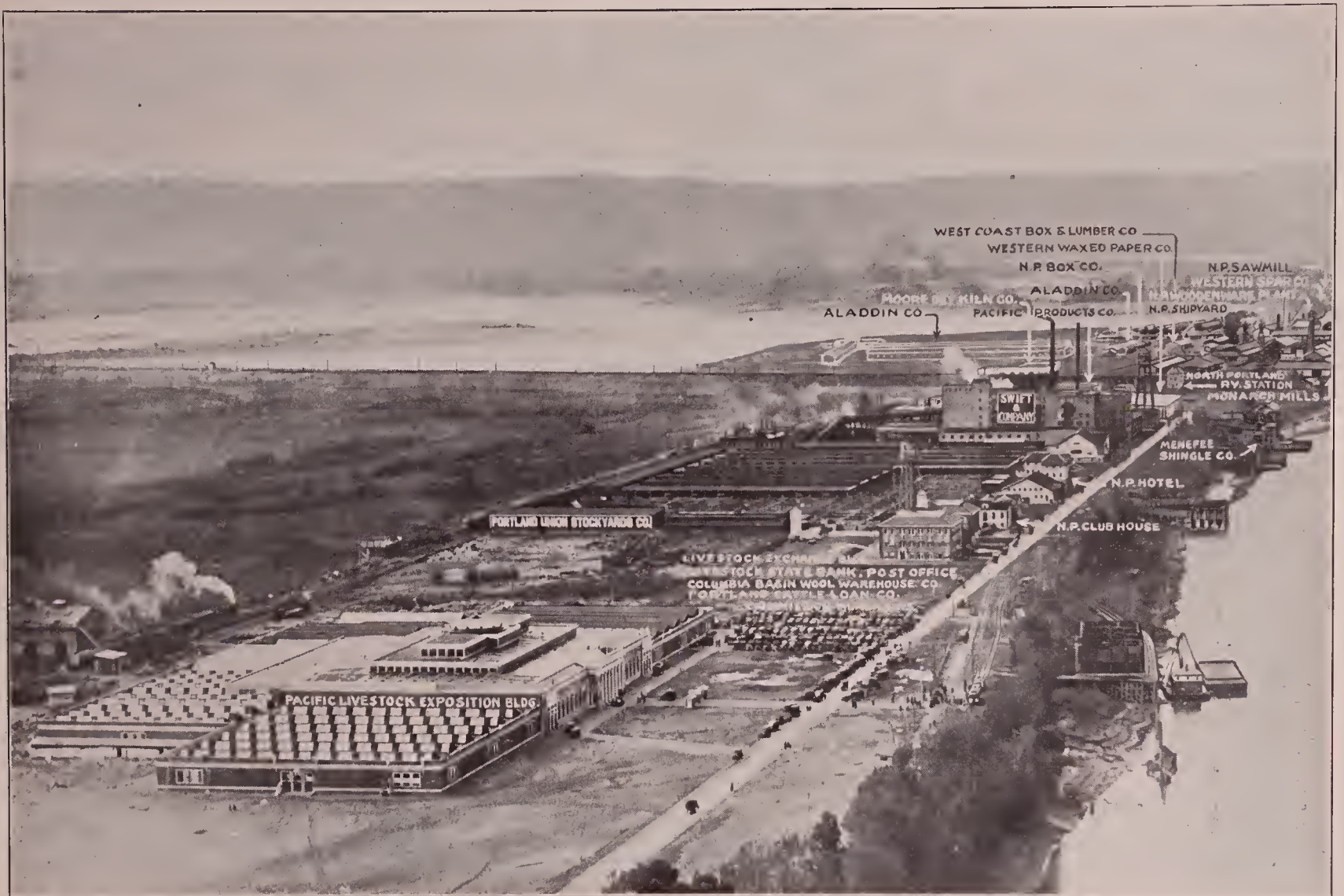
States. Roughly \$3,000,000 is paid to the farmers for their products each year, while land values in communities served by canneries have increased from \$50 and \$150 an acre to \$700 and \$1000 an acre.

These canneries without a doubt have done more to put the orchardist and small tract owner on his feet than any other marketing device. For example, a farmer near Eugene was unable, due to the size of crop, rain and lack of farm labor, to sell one-fourth of his peaches in open market. Five dollars a ton was all he hoped to realize from this surplus. The cannery took them, performed another "miracle," then paid \$45 a ton for 25 tons, thereby converting a loss into a gain.

Various coöperative canneries owned by producers have been successful, but it remained for the A. Rupert Co., Inc., of Portland, to unite several canneries into a strong producing organization. Backed by a large selling force, the product of the six Oregon plants has been distributed successfully. Additions amounting to \$150,000 are being made to the plants at Newberg, Lebanon, and an entirely new plant at McMinnville is being erected, giving this concern modern canneries at the above mentioned places, and at Gresham, Falls City and Springbrook in Oregon, and North Puyallup, Washington.

The A. Rupert Co., Inc., a \$1,000,000 Oregon corporation, maintains branch offices at Seattle and San Francisco, besides direct export connections. Their pack this coming year is estimated to be 750,000 cases, valued at \$2,000,000. Since the death of Arthur Rupert, founder of the business, Edgar Sensenich has been chairman of the board of directors, which includes H. F. Davidson, New York City, second vice-president; E. M. Burns, third vice president; D. C. Miner, secretary of the company; Kingsley Stephenson, treasurer; C. E. Wilcox, vice-president of Sprague, Warner Co., Chicago; C. B. Spencer, Newberg; W. A. Frost, president W. A. Frost Brokerage Company, Chicago; C. C. Virgil, of Letts, Spencer, Smith Company, Mason City, Iowa; D. J. Matthews, Newberg; C. J. Pugh, Falls City, and Clarence Butt, Newberg.





A CORNER OF PORTLAND'S 2500 ACRE MANUFACTURING CENTER

Sawmills—Shipyard—Mast and Spar Mill—Box Factories—Woodenware Plant—Ready-cut House Plants—Sash & Door Factory—Shingle Mill—Roofing Plant—Paint Factory—Metal and Wood Tank, Pipe and Flume Plants—Stove Works—Waxed Paper Plant—Macaroni Plant—Bridge Works—Dry Kiln Manufacturing—Wool Scouring—Fruit and Vegetable Packing—Meat Packing Plants—Stock Yards.

Where Needs of Manufacturers Are Met

A BEE-HIVE of industry in a 2500-acre area, where extensive patronage has made possible a concentration of facilities wanted by manufacturers for economic dispatch of the daily grind of business; where they have the service on the ground of banks, post, express and telegraph offices, service of five transcontinental railroads with free switching; connection with deep water to the sea, street car lines and adjacent to the largest residence section of the city, giving Portland a situation not surpassed by any rival community on the Pacific Coast. When you add to this that these sites can be supplied ready to build on at from \$1500 to \$3500 per acre on easy terms, or by lease, you present a condition that is not equalled in the West.

No factory need remain away from Portland for want of suitable space on which to build, or because of excessive price of land. The smallest or the largest plant can be accommodated on trackage on any sized site.

LEADING MANUFACTURERS

The manufacturing center here referred to is known as the Peninsula Industrial District at North Portland. Firms which have taken advantage of the superior features offered by this district and located there up to the present writing are:

Aladdin Company, Read-cut Houses; Nicolai Door Manufacturing Company; Durable Roofing Company; Menefee Shingle Mill; Monarch Lumber Mills; N. P. Sawmill; N. P. Box Company; West Coast Box & Lumber Company; Standifer Shipyard; Western Spar Company; Wilkinson Lumber Company; Oregon Packing Company; Swift & Co. Packing Plant; Sterrett Packing Co.; Schloesser Bros., Packing Company; Portland Union Stockyards; Korinek Remedy Company; Coast Culvert & Flume Company; Moore Dry Kiln Company; Western Waxed Paper Company; Pacific Products Company; Portland Stove Works; Oregon Scouring Mills; Union Bridge Company; Victory Paint Company; National Tank and Pipe Company, and Porter-Scarpelli Macaroni Company.

LESS THAN 200 ACRES USED

A number of other substantial local industries have secured sites in this district, but are not prepared to announce their plans as yet. Several manufacturers from the outside are now negotiating for locations in this district, it is said.

The industries above named occupy less than 200 of the 2500 acres available, so there is no lack of space for newcomers.

MANUFACTURERS CITE REASONS

Asking some of the manufacturers why they located at North Portland, they give various reasons: "Plentiful supply of empty cars on account of being in livestock center;" "Railroad terminal giving free switching service on five transcontinental railroads;" "Close proximity to large labor market;" "Absence of congestion on account of being outside the business center of the city;" "Low price of property;" "Low taxes on account of being outside the city limits and not being subject to numerous building restrictions required by the city."

The Aladdin Co., one of the largest industries recently brought to Portland, lays particular stress on the features of low taxes and absence of troublesome restrictions, and many of Portland's foremost business men are agreed that as a means of encouraging manufacturers to come to Portland and help swell her payrolls, the North Portland territory should be kept permanently out of the city. The business of the concerns there now amounts to close to One Hundred and Twenty-five Million Dollars a year.

The Peninsula Industrial District is managed by Alfred A. Aya, maintaining an office at North Portland and uptown quarters in the Corbett Building.

LIVESTOCK CENTER OF COAST

In addition to being the leading manufacturing center of the Northwest, this district is the only nationally recognized livestock center on the Pacific Coast. It is here that the Pacific International Livestock Exposition building was erected in 1919, the largest building of its kind in the world.

The Portland Union Stockyards serves as a market for livestock from many western states. Some conception of the magnitude of the livestock business handled in the territory served by this center is gained when it is known that the clearings of the Live Stock State Bank at North Portland average well over one million dollars for every working day in the year.

The Columbia Basin Wool Warehouse Company is another industry of magnitude having its headquarters at North Portland. It is the only concern of its kind in the United States outside of Boston. It has stabilized the sheep and wool business of the west. The Columbia Basin Wool Warehouse Company, the Portland Cattle Loan Company and the Live Stock State Bank loan close to one hundred million dollars annually to stockmen and farmers of the Northwest.

T. A. Livesley and Company



THE firm of T. A. Livesley and Company, hop dealers, whose main offices are in Salem, Oregon, is the largest concern of its kind on the Pacific Coast. More than \$1,000,000 in hops is handled annually. The company operates 1200 acres of land, 700 acres of which is planted to hops.

T. A. Livesley and John J. Roberts are co-partners in the business. Aside from the field superintendents employed the year round, as well as a staff of inspectors

and office employees, the company employs about 100 field hands in the months of May, June, July and August, and during the picking season about 1700 pickers. The picking season begins in August and generally runs about four weeks.

The workers in the field form a large-sized colony during picking season, the company furnishing an excellent camping grounds, with houses and tents. The top wages are paid, the workers not only receiving large sums for their labor, but an enjoyable outing as well.

Mr. Livesley has been in the hop business on the coast for over 45 years. In speaking of the industry he said:

"Since the United States has gone on a dry basis most of our hops go to England and foreign countries. A very small proportion of our hops are being used in the United States for making near beer. Before the United States became dry the greater portion was consumed at home in the manufacture of lager beer. In the United States we sell direct to consumers, while in London we sell to the factors.

"We expend in production of hops in labor supplies and salaries in connection with the handling of hops the sum of \$200,000 annually. The greater part of this money goes direct into the homes. We consider this one of the best industries for the distribution of money in the state."

Link-Belt Company of Washington

THE growth in the business of the Portland branch of the Link-Belt Company of Washington is attracting considerable attention among Portland machinery men.

The concern opened up the local house six years ago, and due to a poor location, business was unsatisfactory. To give the field a thorough try-out, the present location, in the center of the "machinery row" was chosen. Business at once increased, and the house today is among the most prosperous in the city.

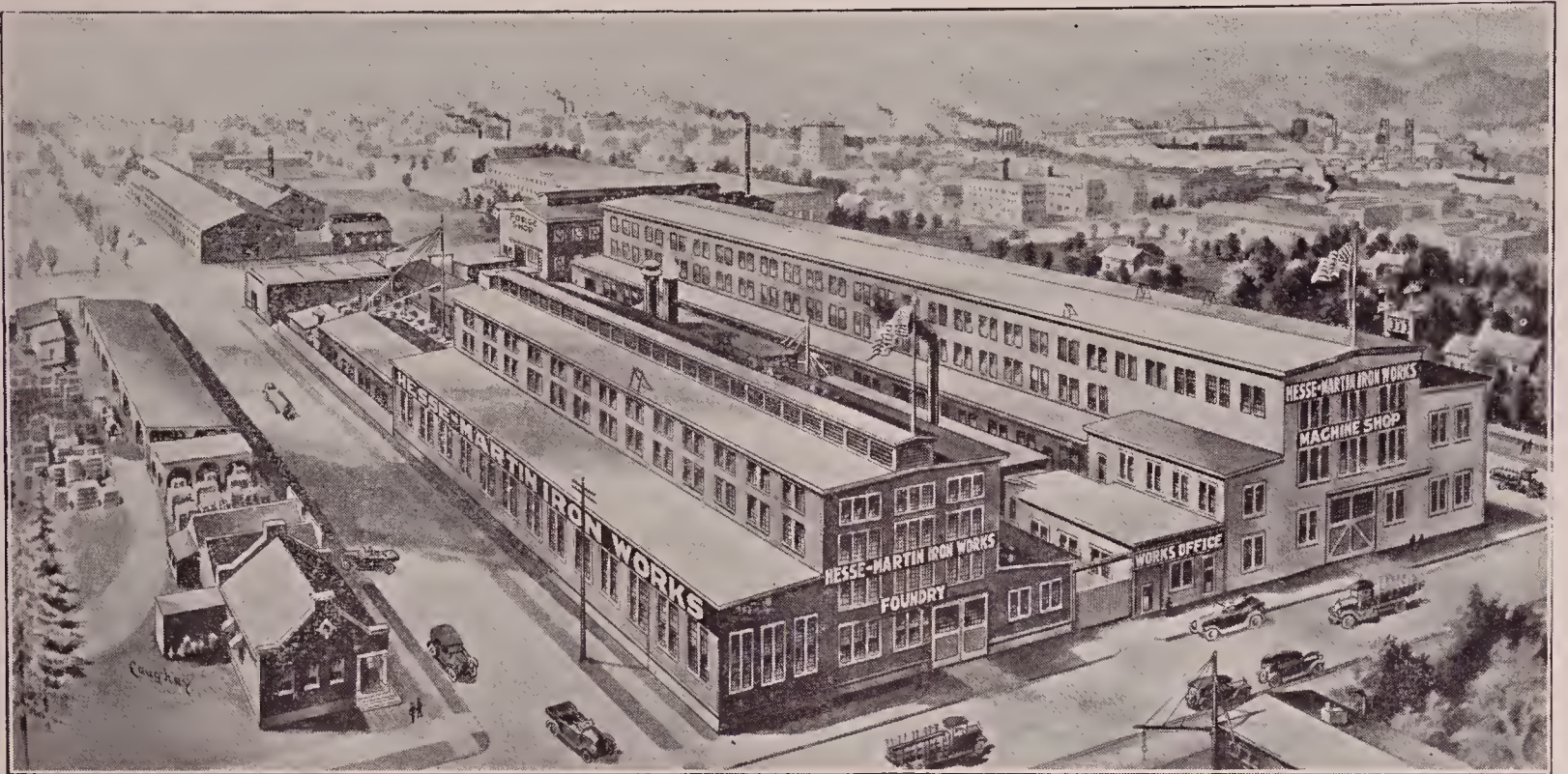


Carl A. Magnuson, well-known among coast machinery supply house men and manufacturers as well, has been in charge of the business since it was established here. Mr. Magnuson is a strong booster for Oregon and the Northwest, and has taken an active interest in local industrial affairs.

The Link-Belt Company manufactures machinery for the mechanical handling of material. The line includes conveying machinery of all kinds.

Oregon has more varieties of wood in commercial quantities than any state in the United States. Sugar and Yellow Pine—Red and Yellow Fir—Spruce—Port Orford Cedar and Redwood are leading varieties.

HESSE-MARTIN IRON WORKS



WITH a foundry, machine shop, forging plant and pattern shop, each complete in every detail, the Hesse-Martin Iron Works is one of the largest and most completely equipped plants of its kind on the coast. Sawmill equipment is turned out exclusively by the company. Fred Hesse is at the head of the big company. G. F. Mitchell, one of the best

known mill men on the Pacific Coast, has recently become sales manager. Mt. Mitchell designed, installed and operated the government spruce cut-up plant at Vancouver. Sawmill equipment is designed, built and installed by the company throughout the Northwest, as well as California.

Oregon Welding and Machine Works

SOME of the largest welding jobs ever attempted in the Northwest, have recently been turned out in the plant of the Oregon Welding and Machine Works. One of the castings welded weighed seven tons.

The Oregon Welding & Machine Works was organized in 1910, by Fritz Wolff and J. L. Davis, for the purpose of doing all kinds of acetylene welding, cutting and repair work.

In 1918 these partners and C. B. Miners, who was conducting a machine and repair shop, were consolidated under the incorporated name of Oregon Welding & Machine Works. They are prepared to do all kinds of acetylene welding and cutting, thermit and electric welding, general repair work and any kind of machine work, including cylinder grinding and gear cutting.

All three interested partners are practical men and do their share of work along with the rest. They do not employ a large force, only working ten men altogether, but as all are experienced men, and none apprentices, the payroll amounts to about \$25,000 a year.

The equipment includes a complete welding shop for each kind of welding—thermit, electric and acetylene—with portable outfits for outside work. The shop is equipped with cranes for the convenient handling of heavy work. Machine tools of all kinds are in readiness for emergency work as well as regular jobs.

The plant is located at 305 Glisan street, corner of Fifth.

Gillen-Chambers Company

THE Gillen-Chambers Company specializes in the insulation of heat, cold and sound; have in the past twenty years insulated the boilers, steam, exhaust, hot water, cold water, also brine and ammonia pipes in the principal buildings of Portland; and much of this class of work in the surrounding cities. They also have insulated boilers and steam pipes on most of the river steamers and in the new shipbuilding era of the past two and one-half years, and have taken care of the insulation work on one hundred and thirty-five ships.

The company specializes in high grade refractory materials, chrome, magnesite and plastic fire brick, armorcote boiler setting coating, armorcote roofing cement, preservative coatings and roof paints, also stack and boiler paint, deck paint and bridge paint.

As representatives of the Armstrong Cork & Insulation Company they stock a large quantity of nonpariel corkboard insulation and cork pipe covering for brine, ammonia and ice water systems.

In addition to manufacturing asbestos insulating materials their factory department turns out several specialties that are distributed over a large territory. Both the factory and contracting departments are largely made up of men who have been with the company for from fifteen to twenty years, which means reliable and efficient workmanship.

The company was established in 1889. J. O. Gillen is president, Maynard Cole is vice-president and Arthur Cole is secretary-treasurer of the company.



CROWN MILLS—THE HOME OF "CROWN FLOUR"

M. Seller & Co.

A LARGE extension has been made by M. Seller & Co., in their hotel equipment department. This department has been increased to embrace all lines of furnishings for hotels, restaurants, lumber camps, and any institutions feeding large numbers of people.

In addition to increasing the variety of the stock in this department, this progressive institution has added complete lines of kitchen machinery, and kitchen equipment. It is now a special department, where complete plans can be drawn for the equipping of both dining rooms and kitchens, and is wonderfully well equipped to furnish such institutions with everything appertaining to such institutions. All that is necessary for the prospective buyer to do is to furnish a floor plan, giving dimensions of the room into which a restaurant or kitchen will be put, and the experts in this new department of M. Seller & Co., will draw complete plans showing the most up-to-date arrangements, and embracing the newest labor saving devices.

In this equipment department, M. Seller & Co. are representing exclusively many nationally known lines, and can show the wonderful labor saving devices in actual operation, such as the new Edison Bake Ovens, Crescent Dish Washing Machines, Lang Ranges, etc. Well known experts are employed in this department, and cheerfully seek the opportunity of submitting plans and giving advice to all interested inquirers.

The firm of M. Seller & Co., has been built on service, and dependable goods. The company was established in 1859 by M. Seller, who retired in the late eighties. P. Lowengart then

took over the management of the business, and has been in active charge since that time. Associated with him now are F. M. Seller, son of the founder of the business, and Mr. Lowengart's son, Sanford Lowengart. The company is one of the largest in this line in the United States. The local institution is located at Fifth and Pine streets and covers more floor space, occupying a seven-story building and basement, 160x100 feet, than any similar exclusive wholesale house on the Pacific Coast. In addition to this, the company has a large warehouse at Thirteenth and Kearney streets, as well as several branch warehouses on the track. They also maintain large wholesale houses in Seattle and Spokane. Purchasing offices are maintained in New York. Also it has its purchasing offices in Kobe, Japan, and several cities in Europe.

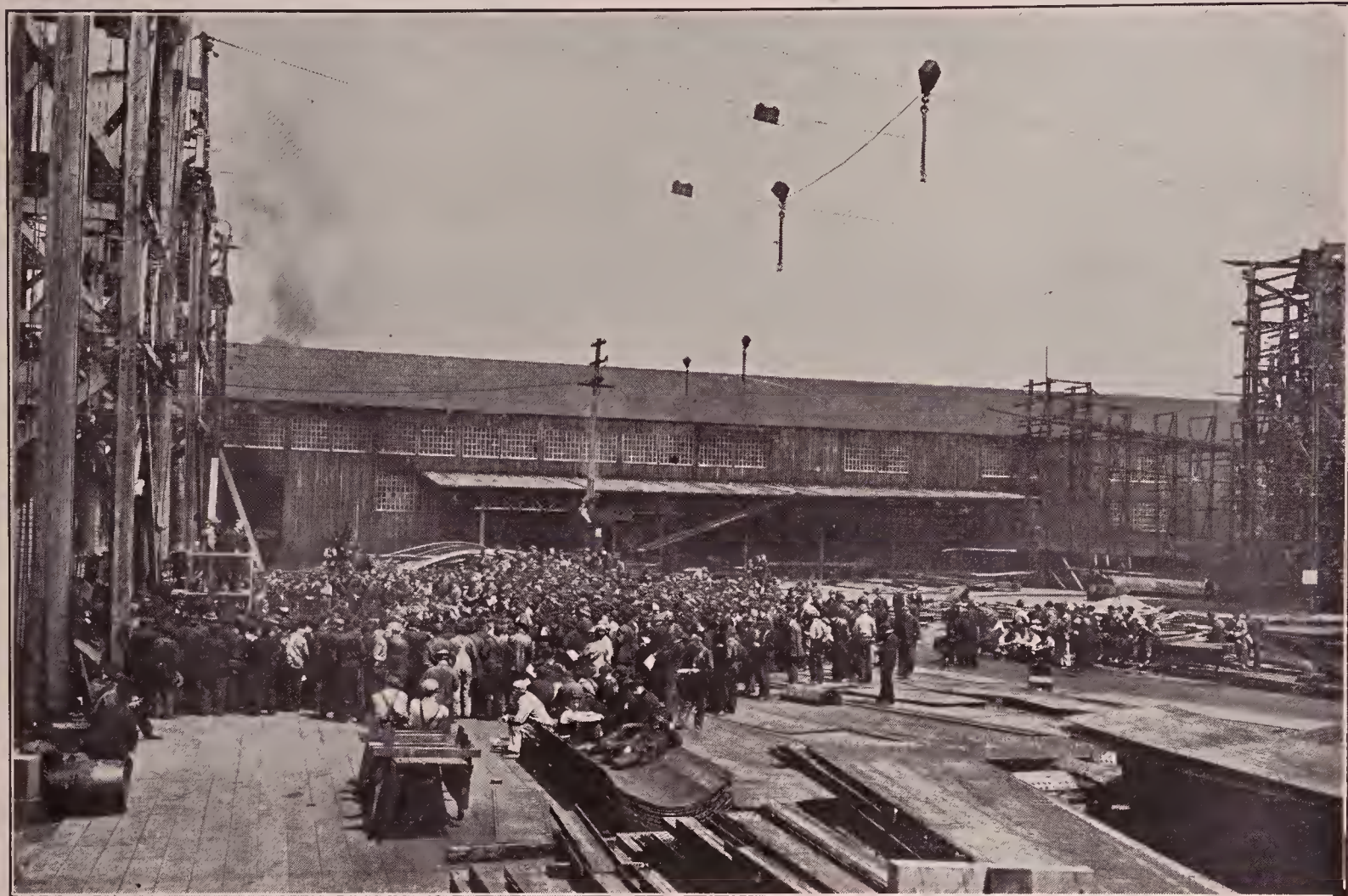
Aside from the permanent staff, buyers from the local house are continually traveling in Europe and the Orient. Over 500 people are in the employ of the company.

M. Seller & Co., are exclusive selling agents for many national and international known lines. The goods they handle consist among others of the following—

Crockery, glassware, stoneware, lamps, lanterns, electric lamps, tinware, enamelware, woodenware, washing machines, stoves, refrigerators, ranges, heaters, stovepipe, silverware, cut glass, table cutlery, pocket cutlery, clocks, flashlights, batteries, scissors, shears, toys, dolls, velocipedes, wheel goods, pyralin ivory, pathe phonographs and records.

Oregon has the largest knitting factory on the coast—Oregon-grown wool manufactured in heart of wool district opens the world as a market.

Northwest Bridge and Iron Works



THE Northwest Bridge and Iron Works is one of the most completely equipped fabricating plants on the Pacific Coast, capable of turning out anything in the line of bridges, buildings, tanks, towers, mill and smelter work up to a capacity of five or six thousand tons per month.

There is in connection with this structural shop a bolt and rivet shop with a capacity of approximately three thousand tons per month of rivets, bolts, up-set rods and similar forgings. The company specializes in the matter of ship and boiler rivets, all steel for the manufacture of rivets being inspected both by Lloyd's Register of Shipping and the American Bureau of Shipping.

The territory over which the concern sells covers the states of Oregon, Washington and most of Idaho, which territory is varied from time to time by changes in freight rates, which either opens up new territory or cut out old territory, as the case may be. They maintain an office in Seattle, and have had during the last season a very large proportion of our work

from that territory. The company carries the largest and most comprehensive stock of structural steel shapes, bars and plates of any concern in the Northwest.

Due to the wide experience of the Northwest Bridge and Iron organization, extending over a long period of years, and the fact that the plant is equipped with all the latest devices for the handling of material in large quantities, the company is at the present time in a position to render exceedingly prompt service in anything in connection with the bridge and structural steel line.

Cranes and other special equipment make it possible to load heavy materials in great quantities directly onto cars as well as onto barges or ships. Material can be received in the same manner.

Steel has been furnished by the company for some of the longest bridges, the highest towers and the largest buildings in the Northwest.

Columbia Awning and Shade Co.

SALES are made through the entire Northwest by the Columbia Awning and Shade Company. The company manufactures awnings and shades of every description, as well as other canvass goods. Twenty-five people are employed in the factory. The company was established in 1907. The factory, salesroom and offices are located at 188 Second street. Max Sommers is president and manager of the company; H. J. Dygert, vice-president; M. S. Hirsch, secretary-treasurer.

John Clark Saddlery Company

THE John Clark Saddlery Company is well known in the Northwest, because of the splendid goods that has been turned out in the company's plant during the years that it has been established. The company manufactures a high grade line of harness, saddlery and chaps. The factory is located at Front and Washington streets, with a salesroom located at 104 Front street. W. T. Clark is president; Mrs. Rachael is vice-president, and S. E. Helliwell, secretary.

Albers Bros. Milling Co.



THE success of the Albers Bros. Milling Co. can be attributed largely to this principle in selecting locations: "Where rail and water meet." It was the thought in mind when the first plant was built in Portland in 1893 and the idea uppermost in mind each succeeding time when other locations were chosen. All docks are accessible to the largest vessels.

Products of quality steadily advertised have further attributed to the phenomenal success of the company. Just how unusually successful the company has been is shown by a comparison of sales after the company had been established fifteen years and twenty-five years. Sales at the end of the fifteen year period had reached \$5,000,000. Ten years later products marketed by the company amounted to \$20,000,000.

Nine mills are operated by the company, which have a total floor space of 1,326,420 square feet. The plants are located in Portland, Seattle, Tacoma, Bellingham, Ogden, San Francisco, Oakland and Los Angeles. Each of the mills are modern throughout, and only the highest grade products in the various lines are manufactured.

The present Portland plant was erected in 1910 and is located on the west side of the Willamette river. The building is over a thousand feet in length. About 250 men are on the payroll and a full line of cereals and flour as well as poultry and stock feeds are produced.

In addition to offices located in cities where mills are located, branches are maintained in Kobe, Shanghai, Manila, Sydney, Honolulu, Valparaiso, and New York.

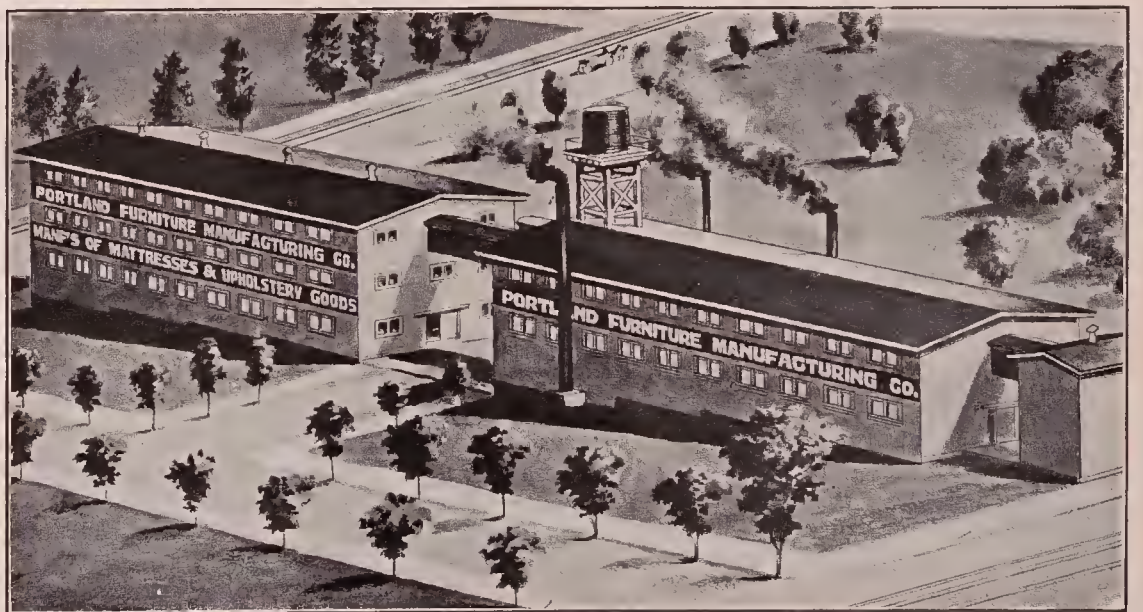
The principal brands of the company are: Albers flapjack flour, Albers Oats, Albers Peacock Buckwheat Flour, Albers Wheat Flakes, Albers Pearls of Wheat, Carnation Oats, Sun-ripe Oats, Carnation Wheat Flakes, etc. About 200 brands are manufactured under the Albers, Carnation, Peacock, Sun-ripe and Del Monte trade marks. Fifty brands of stock and poultry feeds, including Albers molasses feeds, Berkshire hog feeds, and Albers poultry feed are known and referred to by stock and poultry raisers everywhere.

Portland Furniture Manufacturing Co.

NOTWITHSTANDING a serious shortage in materials, the output of the Portland Furniture Manufacturing Company is so far this year fully 25 per cent over that of last year. In 1919 the output amounted to \$250,000.

The Portland Furniture Manufacturing Company was established here sixteen years ago by Fred Jennings, who still operates the plant. The factory was then located at Front and Ash street. In 1907 it was destroyed by fire and the present \$100,000 plant was erected.

The company specializes in high grade davenport, davenport chairs, chairs, mattresses, pillows and upholstering. Sixty men are employed, and the payroll amounts to \$100,000 a year. The building is three stories and is located at 1249-1259 Macadam road. The factory site is three acres, allowing ample room for storage of lumber, and possible expansion of the plant.



In handling of agricultural implements, Portland is the fourth city in the U. S.

Neustadter Brothers

NEUSTADTER BROS. are manufacturers of the well known "Boss of the Road" overalls and working clothes, including Standard shirts in cotton, woolen and silk materials suitable for every need.

While the company specializes in goods of their own manufacture, they also distribute a complete line of men's wearing apparel, excepting suits and overcoats. The entire Northwest and Alaska is covered by salesmen from the local offices.

Neustadter Brothers, Portland, was established in 1877, being a branch of Neustadter Brothers, San Francisco, which was established about 1856. In 1903 the factory in San Francisco was no longer able to take care of their requirements of the two large distributing organizations, and a small unit was started in Portland. This factory has increased twice since originally built, and is now employing about 400 people making the well known lines of N. B. products.



Columbia Digger Company

IN the sand and gravel business no company in the west is better known than the Columbia Digger Company. The company operates a huge wharf and maintains cement warehouses, in addition to its towing and lightering business.

The Columbia Digger Company was formerly owned by Capt. M. A. Hackett, and was established in Portland in 1894. At the head of the present corporation is Lloyd Bates, one of the city's most progressive business men. C. W. Helme is vice-president and H. L. Raffety is secretary-treasurer of the company.

The offices are located on the Bates dock, at the foot of Burnside street. The above is a view of the dock and warehouse. So extensive are the operations of the company that it requires two full blocks of wharfage space to handle the business.

Mr. Bates is also at the head of the Union Laundry Co.

Schaefer Copper Works

PLANS have been approved by August Schaefer, owner of the Schaefer Copper Works, for an addition to the present copper-smithing plant at 22nd and Nicolai Streets, which will double the capacity. The improvements include the extension of the main shops, the erection of a machine shop, offices and drafting rooms.

Rapid progress has been made in the establishment of the business by Mr. Schaefer since he finished his war work. He has been

a resident of Portland for about ten years and has a wide acquaintance among industrial operators and professional men. Mr. Schaefer is a chemical and constructing engineer, also a practical coppersmith. Years of practical experience in big work was preceded by an education in the Polytechnic University at Linden, Hanover, Germany, one of the greatest institutions of its kind in existence.

Before the war Mr. Schaefer was half owner and vice-president of the Northwest Process Co. and this plant was purchased outright by the Emergency Fleet Corporation.

This copper works occupies a block and a half and was the largest individual coppersmith shop in the world. About 160 ships on which a great deal of copper work was installed, were equipped by this plant during the war period.

When his patriotic work was completed Mr. Schaefer re-entered the manufacturing business, doing the same kind of work which he has done before and which he had given up when the emergency arose.

The Schaefer Copper Works maintain the largest individually owned laboratory in the state of Oregon for the purpose of research work and for the benefit of their customers exclusively.

Mr. Schaefer is also a chemical engineer and a member of the American Chemical Society and has helped to solve quite a number of problems, such as the manufacture of alcohol from sulphite waste liquors, and the refining of peppermint and other essential oils.

Mr. Schaefer has equipped nearly every milk condensery here on the coast with special equipment of vacuum apparatus and at the present time is busily engaged with a number of large contracts of this nature.

Schaefer Copper Works specializes in designing, building and installing special equipment for milk condensaries, canneries and candy factories. He has a scientific knowledge of these businesses, and his work is designed to meet their special needs.

Adams Garment Manufacturing Co.

THE Adams garment, sold at the leading stores throughout the Northwest, comes from the plant of the Adams Garment Manufacturing Company, which is located at Second and Main streets. The company has made a remarkable record. Mrs. C. G. Adams, wife of the packer, started the business just a little over a year ago, with but a few dollars. The company is now incorporated for \$100,000, employs a large number of operators, and sells in large quantities in competition with the biggest manufacturers. Aprons and wash dresses are included in the Adams line.



AUGUST SCHAEFER

Pacific Marine Iron Works



REALIZING the necessity for something that would enable vessels to undergo needed repairs while loading or unloading their cargoes, the Pacific Marine Iron Works has constructed and placed in operation this floating machine and repair shop. In a word, it is the latest and most valuable facility available to vessels operating out of Portland and the entire Columbia River district.

This shop has a fully equipped machine shop sufficient to handle any engine or repair work; a complete boiler repair equipment with air compressors and air tools; electric and oxy-acetylene welding and cutting equipment; a complete blacksmithing equipment and all tools for outside work, including chain blocks, jacks, etc.

The particular advantage of this floating machine shop is that it can be moored along side of vessels for the purpose of attending to repairs or installation while vessels are loading or discharging cargoes. Ship owners and operators will realize its importance from every standpoint, especially in the matter of economy and quick dispatch.

The shop is a valuable auxiliary to the extensive engine and boiler building plant of the Pacific Marine Iron Works which is advantageously located on Portland's water front.

Some idea of the accomplishments of this floating machine and repair shop and the promptness with which work has already been performed can be obtained from the following—

The steamship "Diablo," 8800 tons, was given 13 days guarantee on general repairs to machinery and boilers. The work was completed in 10 days.

The steamship "Duquesne," 9500 tons, was given 12 days guarantee on general repair work. The work was completed in eight days.

The Pacific Marine Iron Works does marine work exclusively, specializing in repairs. The plant commenced operations in 1918 and immediately won a record for war work. About 225 men are regularly employed, and the payroll amounts to \$400,000. The investment in the plant is about half a million dollars.

M. and M. Woodworking Co.

THE M. & M. Woodworking Company has rapidly won recognition in the lumber manufacturing business of the Northwest. The company turns out mill work of all kinds, including sash and doors. Phonograph cabinets are also made in the plant. Recently the company received an order for stepladders from an eastern house, which requires several trainloads in shipping. Jos. A. Marlarjey is president of the company.

Stewart Bros. Company

THE Stewart Bros. Company has played an important part in the development of the logging and mill business in the Northwest. Locking blocks and supplies of all kinds are furnished by the company. The Stewart Bros. Company's plant is located at Raleigh and Quinby streets, and offices in the Multnomah hotel building on Pine street. R. A. Stewart is president of the company; Geo. Danz is vice-president, and Geo. W. Price secretary-treasurer.

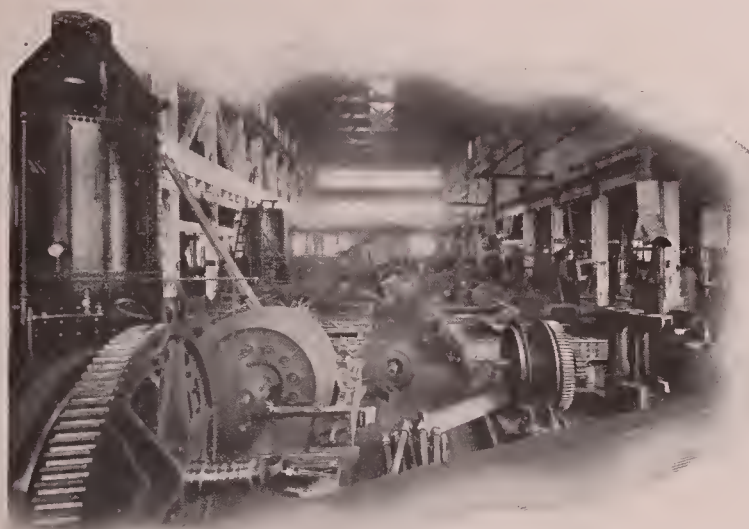
Willamette Iron & Steel Works

AMONG the Pacific Northwest's most stable and progressive industries—one that has played a large and important part in the manufacture, particularly, of logging machinery, and marine and stationary boilers—is the Willamette Iron & Steel Works of Portland, Oregon.



This large plant, with facilities equal to those of any machinery manufacturing concerns on the Pacific Coast, enjoys the recognition of having been the leading factor in the development of the logging industry.

Through the designing and manufacture of distinct types of logging engines, of great capacity, speed and power, Wil-



lamette engineers have assisted Pacific Coast loggers in overcoming the problems of removing large timber from the rugged mountainous coast territory. These engines are to be found in all the logging operations of importance on the coast.

In the manufacture of Scotch marine boilers, the Willamette plant holds an enviable record for production. With ample

facilities for marine installations, and marine repairs of any character, together with its advantageous location, the Willamette Iron & Steel Works is a valuable asset to Portland's industrial and port activities.

Coast Culvert and Flume Company

ONE of the many manufacturing plants in Portland that has been very successful and that manufactures a line of goods that play a prominent part in the development of the Northwest is the Coast Culvert & Flume Company, whose factory is located at Kenton.

In 1901 this plant, under the name of the Security Vault & Metal Works, began the manufacture of corrugated metal culverts for use under county roads, state roads and railroads. This type of culvert being an innovation in this class of work, buyers were skeptical, which naturally necessitated a long, uphill and aggressive campaign to demonstrate the practicality and durability and economy of this type of culvert. The trade gradually increased until in 1910 the capitalization of the company was increased and the name changed to the Coast Culvert & Flume Company and three acres of land on the O.-W. R. R. & N. track purchased at Kenton, and a new factory building put up covering about 9000 square feet. Additional buildings have been added until the plant now has over 30,000 square feet under roof.

Since that time the company has added several new lines in its plant, such as metal fluming for transmitting water for irrigation purposes, all types of irrigation gates, drainage gates, measuring devices, metal grain bins in capacities of from 1000 bushels to 5000 bushels for storing grain in bulk by the farmers; a full line of metal tanks of all sizes for oil, water and gasoline; a full line of smooth pipe for both light and heavy pressure in all diameters from four inches to five feet, in lock seam type and riveted pipe.

Recently the company has installed one of the largest arc welding equipments on the coast for electrically welding tanks, pipe and other products. They are now getting out a full line of farm convenience specialties, such as automatic watering troughs and feeding devices for hogs, cattle and sheep; iceless coolers and chemical toilets that operate without a water system.

Practically every county and city in the Northwest are now large users of corrugated culverts manufactured by this plant from "Armco" iron. The United States reclamation service and practically all the irrigation districts in the West are large users of these corrugated culverts, metal flumes and drainage and irrigation gates. Practically every wheat section in the West uses large numbers of its corrugated grain bins of metal, and other farm conveniences are now in use in many homes and farms in the West.

They have an unusually competent organization in all departments. They keep twelve salesmen on the road and about forty employees in their factory and office. John S. Beall is president, George Royer, vice president, and E. W. Gibson, salesmanager.

Portland Rubber Mills

THE Portland Rubber Mills has recently moved into its new plant at Macadam Road and Nevada streets, which has been fitted with the most modern machinery known to the business. Mechanical rubber goods of all kinds are turned out at the plant, as well as rubber cement and leather belting. The famous Portland Non-Skid heels are made here. H. C. Huntington, leader in the Associated Industries of Oregon, is owner of the plant.



Stark-Davis Company

THE Stark-Davis Company recently moved into their new quarters at 188-190 Fourth street, being forced from their former location owing to the fact that they needed more space to handle the increased business.

The Stark-Davis Company deals in plumbing and electrical supplies of all kinds, doing a jobbing business in connection. The firm was established eighteen years ago by A. J. Davis and the late P. M. Davis.

The new home of the company is of four stories, besides a large basement. An elevator has been installed.

The company does a wholesale and retail business, selling all over the Northwest.



Clarke County Iron Works

CLARKE COUNTY IRON WORKS, engineers, machinists and pattern makers, located at 104-106 North Fourth St. The company was established in 1910. Charles B. Hirschbuhl is the owner.

Eugene Woolen Mill Company

THE most modern machinery known to the business is used in the plant of the Eugene Woolen Mill Company, at Eugene. The company operates its own scouring mills, the plant including mill and wool house, storage house, office and shipping room, occupies about eight acres. The property adjoins the business section of the city, and has direct rail connections.

Wool from Southern Oregon growers is made up into cassimeres, mackinaws, blankets and flannels. The output is about 300,000 yards a year, and is sold principally on the Pacific Coast.

Eight people are employed at the plant, the payroll amounting to about \$85,000 annually. Four sets of cards, with 24 looms are operated in the plant.

The Eugene Woolen Mill Company started in 1906 with a \$30,000 plant. At present the concern has assets running close to \$250,000. Emil Koppe is president. When the concern started Mr. Koppe was superintendent of the mill. In 1911 he took over the interest of Thos. B. Kay, one of the founders, and took his sons into the business. The officers the directors are as follows:

Emil Koppe, president; C. J. Howe, vice-president and assistant manager; J. J. Kauffman, secretary; A. W. Pord, Paul Koppe, Louis Koppe and Otto Koppe.

Mr. Koppe is also president of the Eugene Power Company, which furnishes power for a number of large industrial plants in Eugene. The power company develops 600 horsepower.

Willamette Pattern Works



A NEW concern that has quickly developed a large payroll is the Willamette Pattern Works, located 201-5 East Water street. Although established only two years, the company has a payroll of \$30,000 a year. Models are made for inventors, as well as patterns of all kinds. Marine work is specialized in. E. W. Hammer, whose portrait appears here, is manager. Fred A. Austin is superintendent of the plant.

Oregon Sheet Metal Works

EXTENSIVE improvements have recently been made in the plant of the Oregon Sheet Metal Works, located at 146 Front street. The company has been established since 1906, and is thoroughly equipped for turning out sheet metal work of all kinds.

The lines manufactured by the concern include boat, ship, hotel and restaurant work. French ranges, stacks, tanks, steam tables, canopies, dish trucks, sinks, tin and copper cooking utensils, and other sheet metal products are made to order.

Aside from the men employed in the shops, a crew is employed to take care of installations. C. W. Mau is owner and manager of the concern.



Portland Gas & Coke Co.

THE Portland Gas & Coke Company of Portland, Oregon, was incorporated in 1910, and supplies gas to Portland, Oregon City, Hillsboro, Forest Grove, and twenty-one rural communities in the neighborhood of Portland. The company's magnificent new plant at Linnton, on the Willamette River, a few miles below Portland, was put in operation in 1913, and was built to accommodate an ultimate capacity of fifteen million cubic feet per day.

The company manufactures over seven million pounds of gas briquets per month, which briquets being "all heat—no ash" are in such demand that many orders have to be turned down every winter. These briquets are sold direct to the consumer, and in outlying cities from the company's agents.

The total number of people employed by the company is 575 with a total annual payroll of \$800,000. The directors of the company are: C. F. Adams, John A. Laing, R. L. Sabin, E. W. Hill, H. L. Corbett, Geo. F. Nevins, Guy W. Talbot, S. Z. Mitchell, D. T. Honeyman, D. C. O'Reilly and F. G. Sypes.

Its officers are as follows: Guy W. Talbot, president; John A. Laing, vice-president; Geo. F. Nevins, secretary-treasurer; C. W. Platt, assistant secretary-treasurer and Hilmar Papst, general manager.

Although the company is doing a very large business, and has made service its motto, it still has an enormous field which

is barely touched, namely: the heating of homes, garages, water, etc.

Its officers and managers are fully aware of the opportunities before them and are constantly devising ingenious appliances to make life easier and to increase the joy of living, as for instance the Gasco Furnace, which has made such a hit and does away with all labor, basement chores, and solves the smoke nuisance problem. A new garage heater has just been built which stands the severest tests applied by the fire department. Other devices, too many to mention, are in course of construction and an aggressive campaign of putting its wares before the public is being pursued.

Pierce-Tomlinson Electric Company

THE Pierce-Tomlinson Electric Company has built up a business in a few years that has put it among the leaders in its business.

Starting with a plant at 302 Pine street, where no help was employed, the company has grown continuously until today they occupy a splendidly equipped store at 286 Oak street and employ half a score of helpers, with a \$15,000 payroll.

The company is composed of T. Frank Pierce as president, and John R. Tomlinson, secretary-treasurer.

The company does a general electrical business, including wiring, repairing and fixtures. The line of supplies includes Mazda lamps, electrical heating and cooking devices. The business is confined to Portland and vicinity.

Shaver Transportation Comapny

THE Shaver Transportation Company operates a fleet of nine steamers and is one of the oldest established business concerns of the city. The company's docks is located at the foot of Davis street, where offices are maintained in connection.

The following steamers are in the fleet: *Shaver, Sarah Dixon, Henderson, Cascades, No Wonder, State of Washington, Wauna, Echo and Pearl*. Aside from these steamers, three gasoline launches are operated. The Shaver Transportation Company does a general towing business. Delmer Shaver is president of the company. Other officers are: J. W. Shaver, secretary and manager; Lincoln Shaver, vice president, and Geo. M. Shaver, treasurer. The company has work shops on the east side.



The Fithian-Barker Shoe Company

THE Fithian-Barker Shoe Company was organized February 23, 1910, by O. H. Fithian and Simon B. Barker.

Mr. Fithian has been identified with the wholesale shoe business for the last thirty years. In the early days of the Pacific Northwest he represented eastern houses in the territory, and in 1905 associated himself with others in organizing the Dougherty-Fithian Shoe Company. In 1910 he withdrew from this concern and organized the Fithian-Barker Shoe Company.

Mr. Fithian is a man with a clear vision and a keen student of the shoe business, with the result that the organization has shown wonderful strides in the way of increased volume of business and enlarged territory now being covered.

At the present time goods are being sold in the territory comprised of Oregon, Washington, Idaho, Montana, California, Alaska and the Hawaiian Islands. A corps of salemen, twelve in number, have succeeded in carrying the line into all of these districts on a very extensive basis until now the company is enjoying the largest patronage accorded to any shoe house in the Pacific Northwest.

Their commodity is sold entirely to the retail trade. They operate no stores of their own, relying entirely upon the patronage of the merchants in the Pacific Northwest district.

The present officers of the company are: O. H. Fithian, president; Robert G. Fithian, vice-president; Paul De Haas, secretary; and Carroll K. Barker, treasurer.

The headquarters occupied is represented by a building 50x100, four stories and basement. A very substantial stock is carried at all times, being comprised of a representative assortment of up-to-date, high grade line of shoes, ranging from smallest infants' to men's shoes in work, dress and logging patterns.

The success of the concern can be largely attributed to the close study of market conditions and the buying and having on the floor for immediate delivery of seasonable styles in a high standard grade of shoes.

The merchants of the Pacific Northwest are fast beginning to realize the wonderful benefits and advantages to be enjoyed through the patronizing of concerns operating in nearby markets, thereby resulting in their doing an increased volume of business without the necessity of carrying large surplus stocks on hand.

The growth of the business since its organization has necessitated on two occasions the increase in its capital stock and an analysis of their list of customers shows plainly that they are enjoying the patronage of the representative and successful business houses in the Pacific Northwest.

Three years ago an agency was established in Honolulu, through the medium of which a very substantial volume of business is being transacted in that district.

A very heavy demand has been created for the Master Made line for men, the Sincerity line for women and the Nox-all shoes for boys, youths, infant's and children.

The Fithian-Barker Shoe Company's warehouse and offices are located at 28-30 Fifth street, north.

Concrete Pipe Company



THE Concrete Pipe Company is now installing concrete pipe for the city of Heppner, Oregon, measuring over ten miles in length. This is

only one of the many municipal contracts received by this company in Northwest cities.

The Concrete Pipe Company's main plant is located at Portland. Branch plants are operated in Tacoma, Seattle, Spokane, Walla Walla, Bend, Klamath Falls, Vancouver and Ontario, Canada.



Aside from manufacturing concrete culverts, sewer, drain, water and irrigation pipes, the company manufactures special machinery for patented pipe of their own origin. The company specializes in the Phil Easterday system of mesh reinforced pipes and the Bullen process.

The Concrete Pipe Company's payroll is over \$75,000 a year. Phil Easterday is vice president and general manager of the company; Christian Spies is president and C. H. Bullen is secretary-treasurer.

Oregon is the home of dehydrated fruit, vegetables and berries—quality and quantity not excelled

Hawley Pulp and Paper Company

IN the enormous plant of the Hawley Pulp and Paper Company, at Oregon City, 110 tons of paper are produced each twenty-four hours. Six hundred men are employed in the plant, and the annual payroll is over \$840,000.

The products of the Hawley Pulp and Paper Company include news, wrapping, towel paper, bread wraps, and fruit wraps, both printed and plain.

The entire production is sold through the Graham Paper Company of St. Louis. The Graham concern has representa-



WHERE THE HAWLEY PULP & PAPER COMPANY GETS ITS POWER

tives in Portland, San Francisco, Los Angeles, Salt Lake City and Denver, and the majority of the product from the Hawley plant is sold on the Pacific Coast.

W. P. Hawley is president of the company; Willard P. Hawley, Jr., is vice president and general manager, and T. Osmund is secretary-treasurer.

The photograph shows the Willamette Falls, which furnishes power for the operation of the plant.

Waterproof Garment Company

IMPROVEMENTS in the plant of the Waterproof Garment Company, Fifth and Everett streets, were recently completed, whereby the floor space is doubled, new stock rooms are added, and a lunch room is provided for the employees.

The company was established by E. G. Titus in 1918 and has made a phenomenal growth. The plant represents an investment of \$100,000 and has an annual payroll amounting to \$50,000.

The company's garments are put out under the "Will-Wear" trademark, and are sold in leading stores throughout the west. The lines include outdoor clothing for men and women. The garments are of the highest quality, each garment in the suit matches in color, and the design is original, being particularly suited for use in the great out-door country in which they are made.

Mr. Titus is president of the company, C. M. Seeley is vice-president; O. W. Davidson, secretary, and R. W. Fullerton is sales manager. J. E. Wittman, a factory efficiency expert and designer, is superintendent of the plant.

Thomas Kay Woolen Mill Company

A MILLION pounds of wool in the grease, purchased almost exclusively from Oregon growers, is made up into the finished product at the plant of the Thomas Kay Woolen Mill Company at Salem annually. The payroll at the plant amounts to close to \$200,000.

The Thomas Kay Woolen Mill Company was established by Thomas Kay, who came to Oregon in 1863. For some years Mr. Kay worked in a woolen mill at Salem, and later he organized the Brownsville Woolen Mill at Brownsville. In 1889, after operating the Brownsville plant for seventeen years, Mr. Kay started the Kay mill at Salem.

Thomas B. Kay, son of the elder Kay, was born in Trenton, New Jersey, a few weeks after his father departed for Oregon. A few months later his mother joined Mr. Kay in Salem, making the trip via Panama. At the age of twenty, young Kay started in the mercantile business at Brownsville, having previously had a year's training in the retail and wholesale clothing business.

Mr. Kay remained in Brownsville until 1900, when he became assistant to his father in the management of the Salem mill. Upon the death of his father, he took over the business, which has since developed into an important industry. Thirty-three looms are operated at the Kay Woolen Mills, carding and spinning shifts operating day and night. The products include men's and women's suitings, overcoatings, mackinaws and flannels. Sales cover the entire United States, a fourth of the output being sold to Pacific Coast manufacturers.

Thomas B. Kay was elected state treasurer in 1910, and served two terms. He has been active in all civic affairs, working continually for a greater Oregon. As the result of a strong appeal from numberless friends, he has become a candidate for the legislature at the coming election.

King's Food Products Company

THE King's Food Products Company with its modern plant at Salem, Oregon, in the heart of the Willamette valley and the abundant production of small fruits, berries and exceptional root vegetables; and with another plant at The Dalles, Oregon, in the heart of the great Northwestern apple, peach and prune production, has dehydrated through the season about 100 green tons per day and has opened the way to national markets and some foreign markets. Because of the merit and quality of the Oregon dehydrated product it has met with a remarkable trade acceptance and has opened the way for an expansion of large proportions.

Dehydration accomplishes the extraction of the water from food products in such a manner that the water only is removed, which means that all the valuable food elements, the flavor and the color of the natural product are left intact. The cellular structure of the product is not broken down and when the product is placed in water again it reabsorbs the full moisture content of the original, thereby giving the consumer the ideal that he has been striving for—the quality, the flavor and the food value "the same as the fresh."

In addition to the fresh qualities of the dehydrated products the consumer makes an enormous economic saving through the fact that dehydrated products are one-tenth in weight and about one-half the bulk of the original product. Furthermore there is no risk of ptomaine or other unhealthful effects because the water, which is the deteriorating agent in all foods, has been removed and in its absence there can be no contamination or development of bacteria. Dehydrated products have been kept for years without deteriorating in food value or healthfulness.

E. A. Clark is general manager of the company.

The H. F. Norton Co.

THE H. F. Norton Company was founded by Homer F. Norton in 1896, with headquarters in Seattle. About twelve years ago the Portland house was opened and later branches were established at Bellingham, Washington and Nampa, Idaho.

The company does a general hide and wool business, and in addition to doing a large fleece wool business operates a wool pullery, with a daily capacity of upwards of a thousand pelts per day. They also deal extensively in mohair and are as large, if not the largest operators in this article of any dealers



in the Pacific Northwest. In addition to the hide, wool, tallow and mohair business they are the largest dealers in the world in Casaca Bark.

In addition to regular salaried traveling buyers who make principal cities and towns, the company has a large organization of local buyers throughout Oregon, Washington and Idaho, who buy and ship direct. They have also catered very strongly to the consignment business, and have built up a very large business of this kind.

Clyde Equipment Co.

THE Clyde Equipment Company, with houses in Portland and Seattle, sells machinery and supplies to sawmills, loggers and contractors. Fifteen salesmen cover Oregon, Washington, Northern California and Southwest Idaho.

The principal large machinery items of the company are Marion steam shovels, Ohio locomotive trains, Clyde hoisting engines and derricks, Vulcan locomotives, Acme rock crushers, Royal road building equipment, Lakewood concrete mixers and Wheland sawmills. The main selling items at present are rails for loggers, building logging road extensions, steam shovels and road building equipment to counties and highway contractors, as well as sawmill machinery.

The company was organized seven years ago under the name of Contractors' Equipment Company, with the intention of confining their business to contractors' machinery. Other lines were added and as the name was misleading, the firm took its present name three years ago.

R. L. Balzer is secretary of the company, and is Portland manager of the company. He has had wide experience in the machinery business.

Portland Galvanizing Works

FROM a modest beginning nine years ago, Martin Leiser has developed a large and growing business under the corporate name of Portland Galvanizing Works. The plant is situated at Twenty-second and Reed streets, in an expanding industrial district. And, Mr. Lieser selected a field in which there is not much competition. He operates one of the two galvanizing plants in Portland.

Nine years ago Mr. Leiser, who had served in large plants where shipping was an important factor, concluded that Portland offered a promising field for his endeavors. So he established himself in a small way and fitted up a plant to do small work. Gradually the demand for his excellent work in galvanizing increased and he expanded his plant until today it has a capacity of more than 500 tons daily.

In 1917 the business was incorporated with Mr. Leiser as president and manager. The plant covers the best part of a city block, and is fitted with all the latest equipment to serve the lines of shipbuilding, fishing, building construction and ornamental work.

During the war the plant handled large orders for the Shipping Board and after the armistice was signed was an important factor in local shipbuilding, since galvanizing is an essential treatment for nearly all metal which enters into ship construction. As Portland grows as a fishing center the field of this concern will expand. At present the product of this plant goes to nearly every commercial center in Oregon, Washington, Idaho and Montana.

E. L. Knight & Co.

FOR fourteen years E. L. Knight & Co. have been foremost in the electrical engineering and construction business in this city. While the company's main business is contracting, an elegant retail store is maintained, where fixtures and appliances of all kinds are displayed. The sign over the company's door at 449 Washington street is an example of the splendid type of electrical sign work.



Gifford Commercial Studio

THE Gifford Commercial Photo Studio was founded by Benj. A. Gifford, over thirty-five years ago in this city, later moving to The Dalles to secure photos of the Columbia River and the Indians living around that city, then locating in this city.

Their line of scenic photos of the Northwest is unequalled. This line includes photos of all points of interest to be found here, and includes our famous Columbia River Highway and the Yellowstone National Park.

The studio is now owned by Ralph I. Gifford and Albert O. Rosentreter, and they wish it to be known that they are equipped to do any kind of commercial photography in addition to their line of scenic photos. Their place of business is now located in the Commonwealth building, Sixth and Ankeny streets, where prints may be secured of any negatives on their files.

The concern specializes in automobile work and is prepared to give rapid service.

Oregon Life Insurance Company

OREGON Life Insurance Company was organized under the laws of Oregon and received its charter February 24, 1906. The total business for the first year was only \$624,000. With assets of \$104,997.00.

The fourteenth annual report of A. L. Mills, president, just off the press, reveals the large present totals of \$20,462,695.00 insurance in force, and assets of \$2,093,644.00.



C. S. SAMUEL



E. H. STRONG

Out of 44 companies operating in Oregon in 1919, Oregon Life wrote more than ten per cent of all new business. Only one company, which has been licensed in this state for over 40 years, has more total insurance in force in Oregon.

The active management of the company is under C. S. Samuel, general manager, and E. N. Strong, assistant general manager. Mr. Samuel has general charge and Mr. Strong is superintendent of agents and advertising manager. When Mr. Strong took charge of the agency there were ten agents. More than 50 agents now are licensed by the company.

The other officers of the company are: A. L. Mills, president; Adolph Wolfe, vice president; Louis G. Clarke, vice president; Wm. Pollman, vice president; Sanford Smith, secretary; C. F. Adams, treasurer; A. J. Giesy, medical director; W. P. Olds, Jefferson Myers, A. H. Devers, H. L. Corbett, Jos. T. Peters, J. N. Teal, Leo Friede, W. L. Thompson, J. H. Booth and C. C. Colt, directors.

The Vogan Candy Company



BACKING a high-grade line of boxed and bulk confections with a well-placed advertising campaign, has been the means employed by the Vogan Candy Company in building up one of the best known candy businesses in the Northwest. This advertising campaign includes space in the *Saturday Evening Post* and widely circulated newspapers of this part of the country.

The Vogan Candy Company was started fourteen years ago under the management and ownership of W. J. Vogan. It now occupies a quarter block on East Eleventh and Flanders and has a total floor space of 45,000 feet. Ordinarily it employs one hundred and fifty people, and for some time has operated branches in Seattle, Spokane and Tacoma. Its specialty is a high-grade line of boxed chocolates.

Title and Trust Company

THERE are some editors outside the sanctums and from day to day over at the Title and Trust Company a string of biographies and histories of parcels of real estate are being written by way of Title Insurance Policies, for which their customers pay. The toms of history, consisting of the archives of the public records are searched for the items scattered through several hundreds of thousands of recorded instruments, tons of files and hundreds of volumes of court records. Tracing pedigrees is simplicity itself compared with piecing together the mosaic through which must be traced the chain of title-link-by-link from the government patent and ending with the present owner's deed.

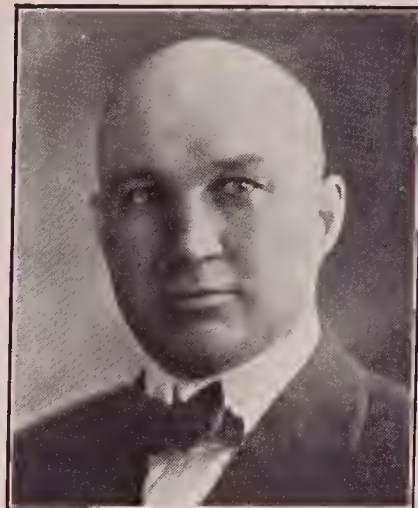
Not much chance for friction when they are balancing legislative statutes and supreme court decisions, against their capital, assets, and reputation on the question point of a spotless title to a million dollar building.

Selling service is synonymous with selling satisfaction and the increasing business of this concern justifies the claim that it is responding to a general demand for responsibility in title matters.

Robert E. Smith, president, whose photo is printed here, proposes the transfers of real estate in Oregon on the basis of 100 per cent title insurance.

Walter M. Daly, vice president and W. O. Daly, treasurer, look after the financial management and mortgage loan business. Chester A. Fuller is the secretary.

Thirty experts complete the staff of this organization.



W. P. Fuller and Company

FROM a very small beginning, the factory of W. P. Fuller and Company has grown to cover 20 acres of ground, with most modern and up-to-date machinery for the manufacturing of their products. There are sixteen large branches on the Pacific Coast, doing business from Alaska to the Mexican line, and as far east as Pocatello.

The company manufactures a complete line of paints, stains, and varnishes, as well as maintaining a complete plant for the manufacturing of lubricating oils.

W. P. Fuller, founder of the establishment, was a native of New Hampshire, born in 1827. In 1849 he decided to cast his lot with the Argonauts, on the boat "Toronto."

He proceeded to the American River mining camps, where after one month's work he made a decision which was the founding of this large establishment.

Jacobs & Gile

JACOBS & GILE were among the concerns that started in business here during the war, specializing in iron and steel. They have established a large business, however, and the firm has been established on a firm foundation. The two partners are both well known among the manufacturers in the heavy iron and steel line. The office and plant is located at 224 East Water street.

J. K. Gill Company

THE J. K. Gill Company was established in 1870. Mr. Gill, after whom the institution is named, is still active in the affairs of the company. The J. K. Gill Company occupies a six-story building, covering a quarter block, at the corner of Third and Alder streets, in addition to a large warehouse on Front street.

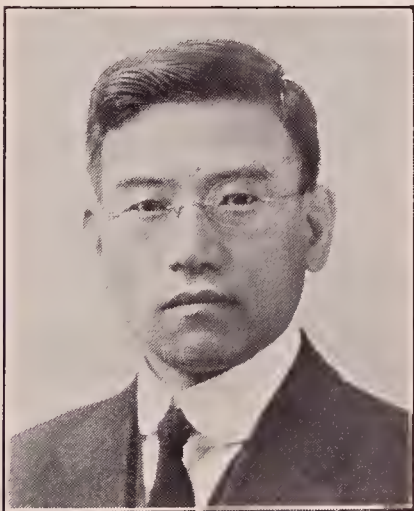
The Gill company has supplied the school children of Portland and environs for fifty years. Gill's has supplied many



men now prominent in business here today from first grade readers to the equipment of their large offices. Gill's is a household word to them, and has been an influence in their lives.

In addition to school and office supplies, Gill's handles books of all kinds, stationery, engineers' and draftsmen's supplies, and artists' materials, kodaks, novelties, engraving, toys and games.

Mitsui and Company



IN the importing and exporting business, few concerns are better known in Portland than Mitsui and Company.

Local offices are maintained at 702 Wilcox building. Branches are located in London, Buenos Aires, New York, Seattle and San Francisco, as well as important cities in the Orient and elsewhere.

Mitsui and Company have been established for more than fifteen years, and do a

large importing and exporting business in all kinds of merchandise. A fleet of sixty ships is operated, the company owning thirty outright, in addition to having as many more under charter.

Y. Moriwaki is manager of the Portland branch. Mr. Moriwaki's picture appears here. He came to Portland from Japan about five years ago.

The business of Mitsui and Company has developed to enormous proportions. The company is now capitalized at \$10,000,000 and the constantly increasing business may necessitate a still further increase.

Enke City Dye Works

THE Enke City Dye Works is the largest and most complete plant of its kind in the Northwest. The building occupied by the factory has a floor space of more than 20,000 square feet. Aside from this plant, the company maintains a downtown branch at 105 Broadway, besides branches at the Lennon and Lipman-Wolfe stores.

The Enke plant provides work for fifty to seventy-five people, with an annual payroll of \$75,000. A fleet of six delivery trucks is maintained for delivery purposes.

Though more than 250,000 articles are handled annually in the cleaning and pressing departments, the other branches of the work are of far greater importance in maintaining such a large plant. Thousands of articles are handled in the dye and refinishing departments. The work consists largely of new goods, including silks, cottons and woollens from the bolts, as well as stockings, sox, gloves and small articles which have come from factories in undesirable colors and finishes.

Improved machinery has been added, making it possible to make rugs and carpets new by cleaning, scouring, dyeing and re-finishing the material. Rugs up to fourteen feet in width can be handled in the dye vat.

Feathers are cleaned by the steam method

Draperies and curtains are dyed and cleaned in the plant also, with the result that the old articles compare with the new material.

In the dyeing and re-finishing departments, work is done by the Enke plant for wholesale dealers in Spokane, Seattle, Tacoma and other Northwest cities.

The Enke plant was established here by Herman Enke thirty years ago. Enke operated a small plant at 65 Sixth street, doing all the work personally. Today he is still in active command of the big organization, and the plant represents an investment of over \$100,000. David Levine, who has spent a lifetime in the cleaning and dyeing business, and was in charge of larger plants in the East, became interested in the firm six years ago, and is general manager of the concern. Since that time the business has more than trebled.

Working conditions in the plant were given the utmost consideration. Sanitary composition floors, light from the top and three sides, and splendid ventilation account for many of the employes remaining in the employ of the company for ten years or over.

The George Lawrence Company

A COMPLETE stock of shoes have been added to the lines carried by the George Lawrence Company. This will supplement the wide variety of shoe findings, shoe store supplies and shoe leather that have been carried by the company for some time.

Only recently the company added a full line of automobile accessories.

The George Lawrence Company is one of the oldest established concerns in the city. The business was established in 1857 by Samuel Sherlock, and upon his death in 1876, George Lawrence, Sr., became manager. Later Mr. Lawrence purchased the business and formed the Geo. Lawrence Company with his two sons.

In the harness and saddlery business, the George Lawrence Company has won an enviable reputation. The company owns its own building, occupying a quarter block, four stories in height, at the corner of First and Oak streets. Fifteen salesmen cover the Northwest.

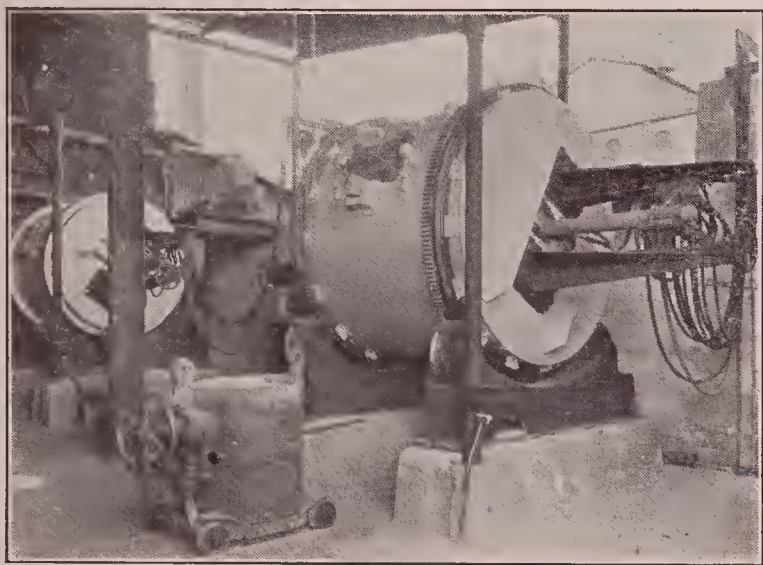
Oregon cherries, loganberries, pears, peaches, strawberries, prunes and apples are known and accepted in all parts of the U. S. as of superior quality and flavor.

Oregon Brass Works

WITH the installation of new equipment and machinery in the plant of the Oregon Brass Works, it is now possible to melt two tons of metal at a single charge, and produce perfect uniformity. The huge pot is heated electrically and rotates, assuring complete mixture of the contents.

In addition to the two-ton furnace, a one-ton pot of the same type has also been installed. The improvements cost over \$30,000.

The Oregon Brass Works is one of the best equipped in the



entire west. Not only is the equipment the most modern known to the business, but the skilled workmen, engineers and designers are employed to produce the highest grade of work.

The company produces everything made of brass, specializing in the various forms of journal bearings and locomotive bronze propeller wheels and marine fittings. Bank and office fixtures and cremation urns are made in artistic and appropriate designs. W. F. Prier is president of the company.

Pacific Coast Cone Co.

PORTLAND is the home of the cone baking machine. F. A. Bruckman, head of the Pacific Coast Cone Company invented the machine and established the factory ten years ago. The company has now ten warehouses in various parts of the west, from which the trade is supplied.

The Bruckman machine turns out 3600 cones an hour. The cones are made by machinery entirely, and are not touched in the entire process of baking. The machine is circular in shape, heated with gas, requiring 2 and one-quarter minutes to revolve, during which time the cone is formed and baked.

The product of the company is put out under the name "Real Cake." Four machines are operated in the Portland plant, and sales are made in the eleven Western states. Aside from employing a large number of people, the company consumes more than 4,000 barrels of Oregon flour annually, \$15,000 worth of box wood, as well as many other items running into many thousands of dollars.

C. M. Egert is manager of the company. M. D. Bruckman is superintendent of the plant.

Cough drops—made in Oregon—find a market in the New England states and other parts of the country.

Foster and Kleiser Company

THE outdoor advertising business in the entire territory west of the Rockies is dominated by Foster and Kleiser Company. More than 90 per cent of the business in this territory is handled by the company.

The company has more than seven thousand leaseholds and controls more than six million square feet of advertising space.

The firm of Foster and Kleiser was established by Walter F. Foster and George W. Kleiser on January 1, 1902, for the purpose of engaging in the outdoor advertising business. At that time these men purchased the advertising plants and businesses which had been profitably conducted by their predecessors for more than twenty years in Seattle, Washington, and Portland, Oregon.

During the eighteen years of its existence, this company has shown a steady and rapid growth. It has extended its operations through the states of Washington, Oregon and California. Today its holdings consist of advertising plants and facilities of the most modern character in San Francisco, Los Angeles, Oakland, San Jose and Vallejo, California; Portland, Oregon; and Seattle, Tacoma, and Bellingham, Washington, and more than two hundred other towns west of the Rocky mountains. Foster and Kleiser Company now ranks third in size and importance in its line in the United States.

The natural isolation of the Pacific Coast from the remainder of the United States offers a particularly advantageous field for this company, which, by virtue of its connections with all the larger Eastern advertising concerns, together with its own sales, art and designing force, enjoys a very large proportion of all outdoor advertising done in this territory. The company has shown a steady and continuous growth in volume of business and corresponding growth in profits. It owns the necessary real estate, buildings, offices, studios. Its advertising structures are standardized, all in the best of physical condition and well distributed for advertising purposes. Through its connections with advertising agencies and Eastern producing concerns it is the natural outlet for advertising contracts originating in the East to be executed on the Pacific Coast. The outlook for the business of the company was never brighter than at present. The year 1920 promises to be the largest in point of volume of business and profits during the history of the company.

American Marine Iron Works

WITH the installation of new machinery, the American Marine Iron Works has been converted from a plant for the production of materials necessary for war work, to one of the best equipped foundries on the Pacific Coast.

The company specializes in marine castings, being equipped to make in a solid cast, propellers measuring 16 feet, 3 inches from tip to tip, including the hub. A propeller and hub of this size weighs ten tons. At the American Marine Iron Works it can be made in a solid cast, whereas formerly the blades were cast separately.

The Victory pipe bending machine and Thomas portable drag saw, distributed throughout the United States, are made in this plant, as well as valveless pumps and other machine and foundry work.

The plant is located in the St. Johns district, at the foot of Richmond street. Madison L. Jones is president, A. M. Cannon, vice-president, Thos. B. Beverly, secretary and Carl L. Jones, treasurer.

The Arcady Press & Mail Advertising Co.

THE strides Oregon has taken in advertising her products to the world have been augmented by the work of The Arcady Press and Mail Advertising Company, the pioneer direct advertising agency of the Pacific Northwest.

☐ This company plans, designs, writes and produces completely "from idea to mail sack" advertising literature which reaches the buyer direct, besides printing and publishing a number of periodicals and "house organs" for manufacturers.

☐ About 40 people are employed in the plant, which is located now at 222 Stark street. The business was started on a small scale in 1910 by Joseph R. Gerber, its president, and in the past six years has experienced remarkable growth.

☐ Besides producing advertising literature and publications, The Arcady Press does a general business in printing, multi-graphing, mimeographing, addressing and mailing lists.

☐ For many Oregon manufacturers The Arcady Press organization has "made two profits grow where only one grew before."



JOS. R. GERBER, President

Theo. Bergmann Shoe Manufacturing Co.

THE Theo. Bergmann Shoe Manufacturing Company was incorporated here in 1914 by Theo. Bergmann and two associates. These three constituted the entire working force. Mr. Bergmann worked up the business gradually from year to year until today it employs approximately 40 people and has an annual payroll of \$60,000.



The product is sold direct to merchants by the company's salesmen who cover the entire Coast sections of Washington, Oregon, California, Idaho, Montana and Nevada and by mail to Alaska. From a small beginning the company has grown to be the leading logging shoe manufacturers on the Coast and their shoe is leading all makes in volume of sale in this section.

In addition to the logging shoe they manufacture a full line of men's work shoes in all heights, men's and ladies' outing shoes, surveyors', miners' and kindred lines.

Recently there was added as a side line a waterproof shoe oil, made exclusively for them and put out as the Bergmann Waterproof Shoe Oil. The sale of this product has increased to such an extent that it is fast becoming an important part of the business.

The factory is located at 621 Thurman street. Theo. Bergmann, whose picture is shown, is president and manager of the company; Edw. Bergmann is vice president and Chas. Cassell, secretary-treasurer. Wm. Bergmann and A. J. Grohs are on the directorate with these officers.

S. Ban and Company

LARGE shipments have been made to the Orient for many years by S. Ban and Company. Oregon products, including lumber, pipe, tin plate, rails, steel, iron, chemicals, as well as automobiles and other products from outside the state, have been shipped by the company. In the import lines, the company has received silk goods, teas, peanuts, napkins, safety matches, beans, rice and Japanese products of all kinds.

A retail store is operated in connection with the business,



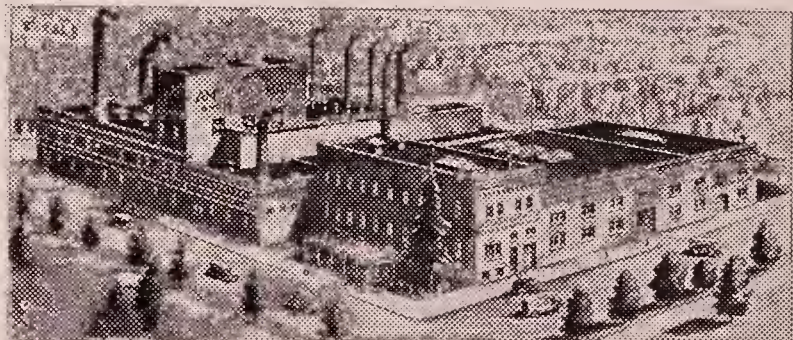
specializing in men's furnishings, including clothing for loggers, shipbuilders and sawmill workers. Branches of the company are located in Denver, Seattle, Pocatello, Cheyenne and Sheridan.

The growth of S. Ban and Company has been enormous. Plans have been outlined for a further extension of the business and the capitalization is now being increased to handle the business.

Log Cabin Baking Company

WHILE the picture of the Log Cabin Baking Company gives one some idea of the size of the plant, the completeness of the bakery cannot be appreciated without an actual inspection.

The Log Cabin Baking Company specializes in "American Maid," "Holsum" and "Tip-Top" brands of bread. Distribution in the city as well as all suburbs is 100 per cent. The plant is located at 265 Ivy street, and occupies a large area. It is equipped with the most modern machinery produced.



Cleanliness is the one predominating feature in the production of bakery goods. The arrangement of the equipment makes it possible to get a large production quickly, and attain the highest point of efficiency.

H. F. Rittman is president and manager of the company. The other officers are: J. A. Wright, vice-president and F. A. Shoemaker, secretary-treasurer.

The Portland Telegram

IN the industrial development of Oregon, no other institution has been a more active factor than The Portland Telegram.

When Portland seemed to have reached the high of its possibilities in industrial development under conditions that then existed, The Portland Telegram sent a member of its staff to every important port in the entire United States to study conditions, so that the port of Portland could be improved to the highest point of efficiency.

The Telegram's program on building up Oregon's industries is in itself a great enterprise.

Throughout the year the "buy at home" argument is told graphically in cartoons. Each week a series of stories is published showing what commodities are manufactured locally, and how they are made. Windows on the city's most important thoroughfare display goods that are made in Oregon. Personal service is offered manufacturers and jobbers in solving the merchandising and advertising problem.

In news service no expense has been spared to give its readers the best. Supplementing the full Associated Press service, the Telegram has a special leased wire connected with the Chicago Tribune, New York Times and London Chronicle with a large corps of correspondents in every important European city, as well as Washington, D. C. In addition to these premier wire services, the Telegram has exclusive contracts in this territory for the big features published in America's foremost newspapers, including special stories, cartoons and illustrations.

With the best news service, a constructive editorial policy and back of it a policy of "fair to all," the Portland Telegram presents its compliments and asks to become the greatest newspaper in the west.

M. L. Kline Company

THE M. L. KLINE CO., wholesalers in plumbing, heating, mill and steam supplies, are located at 84-86-87-89 Front street. The company is owned and controlled by M. L. Kline, who has been engaged in this business since 1886, at which time he entered the employ of Goldsmith & Loewenberg, first as entry clerk at a wage of \$35 per month, and successively filling thereafter after the positions of stock clerk, bookkeeper, cashier, salesman and traveling salesman.

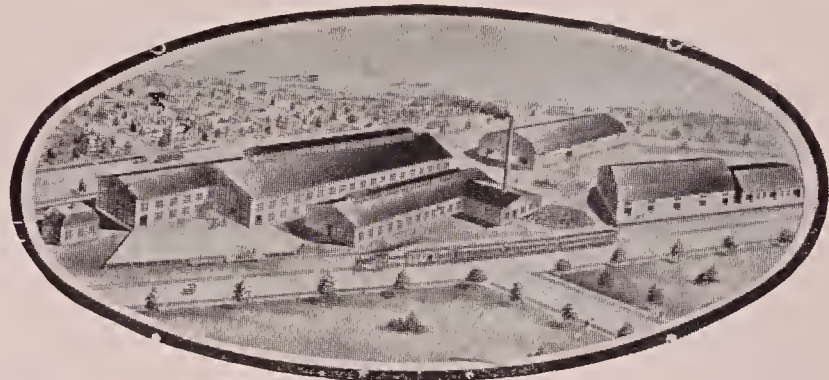


After having been employed by the concern for a period of eleven years, Mr. Kline entered into a partnership conducted under the firm name of Gauld & Kline Co., which engaged in this same line of business for nine years, when Mr. Kline sold his interest in the company and purchased his present business interest from Corbett, Failing & Robertson which has been conducted solely under his ownership and management since that time in the same building—in all a period of fourteen years.

The M. L. Kline Co. at the present time has in its employ a force of sixty men and women and has an annual payroll of \$85,000.00. The territory which they cover is that tributary to Portland—all of Oregon, southern Washington and western Idaho. Their specialty is Service.

The Star Drilling Machine Company

THE Star Drilling Machine Company is the largest manufacturer of portable well drilling machinery in the world, and their products go to every civilized country. Three other factories in addition to the large Portland plant, are operated to full capacity the year round, furnishing equipment for



water wells, oil wells, gas wells, prospecting blast holes and other uses where well drilling machinery is necessary.

The company was first incorporated in 1888. J. W. Miller built the first Star drilling machine for his own use and it proved to be such a success that a company was organized to go into the business on a large scale. The company has now a capitalization of \$2,000,000. The other plants are located at Akron, Ohio, Chanute, Kansas, and Long Beach, California.

W. H. Kluge is manager of the Portland branch.

Multnomah Iron Works

IN the building of the "One Man Harvester," the Multnomah Iron Works has not only made for itself a name, but the demand for the machine has been so great that Oregon payrolls have been given a big boost through this one article alone.

The one man harvester built by the company is the largest and lightest machine in the world built for the purpose of cutting and threshing at the same time, and has the largest capacity per horse of any machine. Built with steel parts wherever possible, and strongly re-inforced, it will stand up under heavy use.

Aside from the one man harvester, the Multnomah Iron Works manufactures pneumatic, gasoline and steam drag saws, which have a wide distribution. Other farm implement specialties are also built by the company.

The plant is located at Thirtieth and Nicolai streets. J. S. Beall is president; O. B. Preall is vice-president, and H. O. Fenner is secretary and manager.

Dennos Food Company

THE manufacture of Dennos food in Portland is not only creating bigger payrolls for this city, but better babies for all the

country, as well. Dennos food is a cereal milk modifier, containing the very nourishing elements of the whole wheat berry. It breaks up the curd of the cow's milk, so that the weakest stomach can easily digest it. Dennos food fits in splendidly in any schedule, whether as a substitute, or as a supplement to the natural feeding.



Portland Seed Company

TO keep pace with and facilitate the handling of the tremendous increase of its business, the Portland Seed Company has increased its capitalization to \$400,000.

Starting as a small partnership business, the first articles of incorporation were filed in 1842, with a subscribed capital stock of \$10,000, \$4,000 only of which was paid up—an amount barely sufficient to take care of its retail trade at that time.

Notwithstanding constant competition and many adverse conditions the company forged ahead, increasing its capital to \$25,000 in 1900; \$50,000 in 1902; \$75,000 in 1903; \$100,000 in 1915; \$150,000 in 1907; \$250,000 in 1911; \$300,000 in 1918



and \$400,000 in 1920, maintaining its position as the leading establishment of its kind in this territory; handling complete lines of seeds, plants and nursery stock, poultry and bee supplies, sprays and sprayers; manufacturing fertilizers and representing standard lines of dairy equipment.

The phenomenal rise of this business has been due in a large measure to its policy of making every customer feel that his interests are well guarded, goods are as represented, orders are carefully executed, and last, and not the least important, complaints, if any, are given courteous attention, and adjustments of differences promptly and satisfactorily made.

Haynes-Foster Baking Company

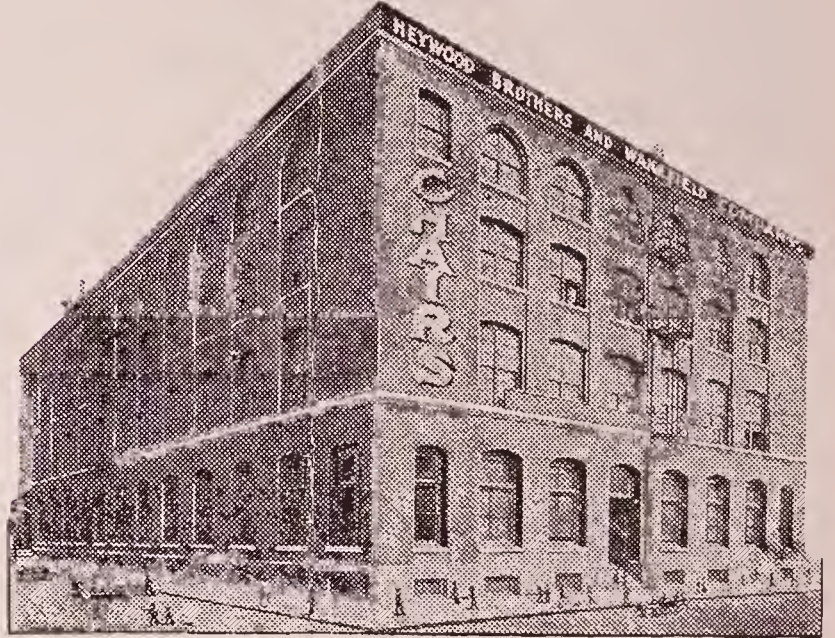
"DIXIE BREAD," known to the housewife of Portland for many years as the best bread to be had, is made at the large baking plant of the Haynes-Foster Baking Company. aside from the Dixie bread, the company makes a full line of bakery goods of all kinds. The bakery is located at 64-66 East Seventh street, north. H. H. Haynes is president of the company, and C. E. Foster, secretary-treasurer.

Heywood Brothers & Wakefield

THE lines manufactured by Heywood Brothers & Wakefield in Portland are larger than many of the great Eastern furniture manufacturers.

The company was established in the East in 1826. Though the Portland branch was not opened until fifty-eight years later, it is one of the old institutions of the city, being established in 1884.

The lines manufactured at the local plant include chairs,



chair cane, cane webbing, railway car seats, opera chairs, children's go-carts and carriages, lounges, reed furniture, doll carriages, cocoa matting, and school furniture.

The Portland plant is located at Irving, Ninth and Tenth streets, and is equipped with modern machinery of all kinds. Over 150 men are on the payroll. W. H. Beharrell is manager of the local branch of the company. Other factories are in Chicago, and Wakefield, Gardner & Erving, Massachusetts.

Izard Gas Heating Company

THE Izard Gas Heating Company is making the famous Izard gas generators, which have attracted almost country-wide attention during the short period that they have been on the market. Henry Izard, inventor of the generator, is president of the company; R. O. Bachman is secretary-treasurer; R. M. Jennings, sales manager. The devices are made in the Peninsula Brass Foundry at St. Johns, of which Mr. Bachman is owner.

The Fleischmann Company

NEARLY all bakers use Fleischmann's yeast, because it is the best. However, the use of yeast is not confined to the baking business.

Through accident it was discovered that the fresh yeast, just as it is used for baking bread, is not only a good food, but is unexcelled for medicinal purposes. It has been definitely established that yeast will cure indigestion and skin diseases. Furthermore, investigation has proved that the yeast treatment will add to the weight.

The yeast cake is made up of millions of tiny plants, which only await dampness and warmth to grow and flourish. Scientists have discovered that this process cures such stomach ailments as indigestion and cures skin diseases.

The general offices of the coast division are in Seattle, with the plant at Sumner, Washington.

McCargar, Bates and Lively



C. A. M'CARGER



P. C. BATES

NO matter what kind of insurance you may desire, McCargar, Bates and Lively are not only in a position to write the policy, but the concern can give you protection in the best companies in existence, together with real service.

The business of the firm is not only large in its scope, but the volume of business transacted by the firm is enormous. The firm was established in 1893.

Back of the firm and active in its management are men who have spent a lifetime in the insurance business. C. A. McCargar is one of the originators of the company, having been in business here since 1893. P. C. Bates joined Mr. McCargar



K. V. LIVELY



W. E. PEARSON

in 1904. In 1907, K. V. Lively was taken into the concern. Two years later W. E. Pearson became associated with the company. All four men are active in the upbuilding of Portland, in social ways, as well as commercial.

Aside from life, accident, liability, group, health, marine, steam boiler, fire, strike, riot and automobile insurance, the company furnishes surety bonds. Aetna Life is one of the leaders among the companies represented by McCargar, Bates and Lively. The company's offices are located in the Yeon building.

Oregon filled its first quota for fighting men with volunteers.

Sterrett Packing Company

PLANS are now under way for the erection of a new packing plant for the Sterrett Packing Company, according to announcement just made by J. L. Sterrett, head of the company.

The new plant is to be located in the North Portland Industrial district, adjoining the Portland Union Stockyards Company's property. An option has been held on the property for some time, and Mr. Sterrett has finally decided to locate the plant there.

According to Mr. Sterrett, the cost of the building to be occupied by the company will be something in the neighborhood of \$400,000, including the cost of special equipment for refrigeration purposes.

Mr. Sterrett is one of the best known cattle and packing men in the west. He has been in the business continuously for forty years. During the past seven years he has operated the present plant of the company at Kenton.

The Sterrett Packing Company did a business amounting to about \$1,000,000 last year. A complete plant is in operation, and beef, pork and mutton are handled. The products include provisions of all kinds, as well as sausages.

The erection of the new plant is due to a continued increase in the company's business. In the new building, every modern device known to the business will be installed, making it one of the best packing houses of its size in the country.

Mr. Sterrett is a man who knows every part of the packing business thoroughly, having had experience in raising cattle, wholesaling and retailing, as well as his present business.

The A. H. Averill Company

THE A. H. Averill Company has been an important factor in the development of Oregon as an agricultural state. The company carries the complete Russell line of farm implements and has been established in Portland since 1882. A. H. Averill, head of the concern, has personally been in charge of the business for 31 years.

Aside from the farm implement line, the company handles sawmill equipment and tractors. Branch distributing houses



are operated in Spokane, Washington, Great Falls, Montana, and San Jose, California.

The Portland house is located at East First and Belmont streets.

Mr. Averill is president of the Pacific States Fire Insurance Company, which has several hundred stockholders in the Northwest and has its entire assets invested in Oregon. In every move for the development of this country, Mr. Averill has taken a leading part.

Riverview Dairy Company

THE Riverview Dairy was the first one in the West that successfully pasteurized milk in the bottle, which is acknowledged as the only safe method of pasteurization. Ever since its organization the company has held one of the highest scores for the quality of its product.

The principal business is the pasteurization and distribution of milk, butter also being manufactured. Last year's turn-



over amounted to \$320,000, with a payroll of \$42,000, twenty-four people being employed at the present time.

The Riverview Dairy was organized by E. Hoover and Charles Eckelman in 1912 as a co-partnership.

In 1913 Mr. Hoover retired and his interest was taken over by Paul Eckelman. The company was incorporated in 1914, with Paul Eckelman as president, Charles Eckelman, treasurer and John Stevenson, secretary.

South Portland Shingle Company

THE South Portland Shingle Company is a new Portland industry, having been established just about a year ago. The company deals in shingles, putting out the "Gold Medal" brand. The shingles are sold exclusively at wholesale. The company's mill is located at 130 Macadam road. The following are the officers of the company: Charles Templar, president; Fred Vance, vice-president; William Thompson, secretary-treasurer.

Portland Basket and Handle Company

THE Portland Basket and Handle Company has built up an enormous business establishment here in the past 12 years. The lines manufactured include splint and veneer baskets of all kinds, fruit and hop picking baskets, bassinets and clothes hampers. J. W. Edwards is president of the company; E. B. Magee is vice-president and Ira N. Yount is secretary-treasurer. The plant is located at 1321 Macadam road.

One of the largest cargoes of lumber ever floated was loaded at a Columbia River point just below Portland; 6,200,000 feet was the amount carried by the S. S. Algoa.

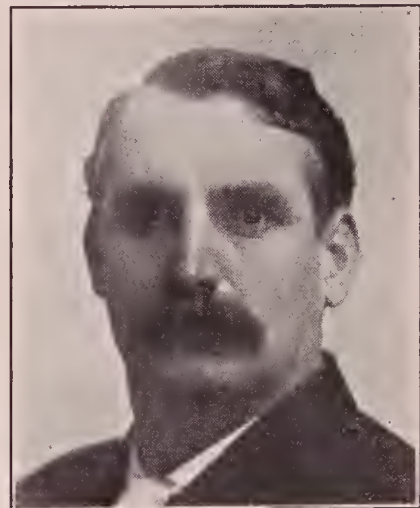
P. Sharkey and Sons

TWENTY-FIVE thousand horse collars are manufactured each year in the plant of P. Sharkey & Son. Skilled mechanics numbering 25 are employed in the plant.

E. J. Sharkey, manager of P. Sharkey & Son, was born in Canada, St. Johns, N. B., in the year 1880. He came to the states in 1865 and located in Wheeling, W. Va., where he was a resident for twenty years.

With his father, Patrick Sharkey, in the spring of 1886 he migrated to Oregon, where they established the business of manufacturing horse collars under the name of P. Sharkey & Son. This firm is still doing a good business and have a wide reputation for the quality of collars they produce.

The collars manufactured in the Sharkey plant are sold in every part of the United States. Shipments are made as far east as New York, and a large business is done in the Hawaiian Islands, as well as Papeete, Tahiti, where the products are particularly popular.



James, Kerns & Abbott

IN the plant of James, Kerns & Abbott, Portland has the largest printing establishment in the entire Northwest. James, Kerns & Abbott have been established for twenty years, and are specialists in catalogue and railroad work.

Aside from a large battery of jobbers, the company has nine cylinder presses, four monotype machines and three automatic folders. The presses have automatic feeder equipment.

The building occupied by the company is 100x100 in size, two stories and basement. Eighty men are employed by the concern.

E. H. James, W. W. Kerns and J. D. Abbott, who formerly operated separate plants, consolidated, forming the present company. The company prints all tariffs for railroads in the Northwest.

Monroe and Crissell

IN the dairy supply business, the name of Monroe and Crissell has been connected with the Northwest for a great many years. The concern sells cream separators, churns, silos and supplies of all kinds for the dairy and creamery. The concern sells both at wholesale and retail. W. H. Monroe and A. A. Crissell are owners of the company. The store is located at 91 to 93 Front street, where a large stock is kept on hand.

A. C. Pike Tent and Awning Company

THE A. C. Pike Tent and Awning Company has made remarkable progress since its establishment in Portland. The plant is equipped completely with modern machinery. The company turns out canvas goods of all kinds, including tents, awnings, bags, covers, and cruisers' sacks. The establishment is located at 107 North Third street. A. C. Pike is owner of the company.

Portland Manufacturing Company

EXPANSIONS involving the expenditure of over one hundred thousand dollars are being made in the plant of the Portland Manufacturing Company. The improvements include the installation of new machinery and equipment necessary for an increase in the production of panels, as well as additional buildings.

The company's plant is located at the foot of Richmond street, in the Peninsula district, and occupies six acres on the water front. More than 100 men are employed at present, and the production will run up to \$500,000 this year.

The Portland Manufacturing Company was established in 1901. In 1910 the plant was destroyed by fire, but it was immediately replaced with a more modern and up-to-date plant.

Products include veneered fir panels, rotary cut veneers of spruce, fir and cottonwood, coffee drums, fruit packages and excelsior. The products are shipped to all parts of the United States.

Rasmussen and Company

SERVICE and quality built up the enormous business of Rasmussen and Company. In spite of strong competition, J. P. Rasmussen started the business here many years ago. The company now has two large factories in addition to a retail store.

Rasmussen paints and varnishes are sold by thousands of dealers in all parts of the Northwest. Aside from these products, sash, doors, glass, oils and lubricants are sold at wholesale and retail.

The paint factory shown here is located at 10th and Irving



streets. The retail store and offices are located at Second and Taylor streets. Mr. Rasmussen is president of the company and is still in active charge of the business, though his sons are associated with him in the business.

Rasmussen and Company contribute largely to the annual payroll of Portland, aside from making large purchases of supplies locally.

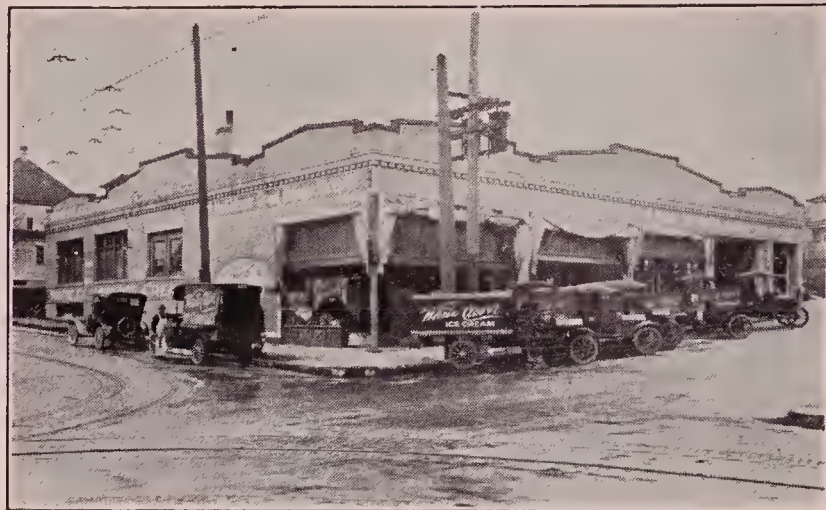
Sevier Commission Company

AMONG the livestock commission merchants that have done much toward making Portland the most important livestock market west of the Rockies, none have been more active than the Sevier Commission Company. The company's headquarters are in the Livestock Exchange building, at North Portland. H. Y. Blackwell is president; O. E. Weed, secretary and C. N. Sevier is manager.

White Clover Ice Cream Company

THE White Clover Ice Cream Company is a concern that has made a rapid growth, keeping pace with the growth of the city. The White Clover Ice Cream Co. is a corporation of which J. W. Shearer is president and R. E. Cavett is vice-president.

The company was formed in 1918 and purchased the ice cream business and equipment formerly owned and operated by the T. S. Townsend Creamery Co.



They manufacture and sell exclusively White Clover ice cream and sell to the dealers covering all of Western Oregon, a large portion of Eastern Oregon and Southwest Washington.

The White Clover brand of dairy products is one of the oldest brands on the coast, having been on the market for more than forty years.

No branches are maintained by the company. Exclusive sales agencies have been established in all of the towns in our territory.

Clay S. Morse, Inc.

CLAY S. MORSE, Inc., specializes in hoisting, moving, storage and heavy hauling. The company does a general drayage business. They have large warehouse facilities, and act as forwarders, making a specialty of handling pool lots. The office and warehouse is located at 448-454 Glisan street. Clay S. Morse is head of the company, which has been established for fifteen years.

The Hazelwood Company

IN every department of the large plants operated for handling the enormous output in dairy and poultry products, the Hazelwood Company has not only installed the most modern equipment, but experts are employed in all departments, so that the quality is kept up to the highest standard, and clean, wholesome products can be handled rapidly. E. W. Ellis, one of the best informed men known to this business, is president and manager of the company.



National Tank and Pipe Co.

NATIONAL TANK & PIPE Company's factory at Kenton, occupying 12 acres. F. M. Kirsch is vice-president and general manager of the company. The plant has a \$60,-



000 payroll, employing 100 men. Tanks, cross-arms and silos are manufactured.

J. J. Ross Mill Furnishing Company

TO the flour mill operators in Oregon and other parts of the Northwest, the name of the J. J. Ross Mill Furnishing Company has long stood for reliability. The company furnishes supplies of all kinds for flour mills, including flour mill machinery as well as mill supplies. The company acts as western agent for Nordyke and Marmon Co. J. J. Ross is president and treasurer; A. H. Averill is vice-president and M. L. Ross, secretary.

Mt. Hood Soap Company

THE Mt. Hood Soap Company manufactures the famous Van Hoeters bleaching soap, as well as White Wonder and Lurline Floating soap. Aside from the well known brands of laundry soaps, the company also manufactures toilet soaps and washing powders. The plant is located at Fourth and Glisan streets. P. Feldman is founder of the business and president of the company. His son, H. Feldman, is now general manager.

Sullivan Hide and Wool Company

A STEADY increase in the business of the Sullivan Hide and Wool Company is rapidly bringing that concern to the front in Northwest business circles.

This hustling, progressive firm was started in September, 1919, by George M. Sullivan, who was fourteen years vice-president and general manager of the H. F. Norton Co.

Though a comparatively young concern, it has already made a creditable name.

The company handles hides, pelts, wool, cascara bark, furs, tallow, mohair and like commodities.

Chausse-Prudhomme Company

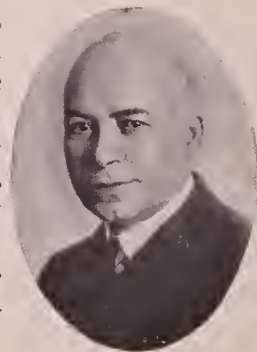


THE firm of Chausse-Prudhomme Company, printers, established in 1908, has grown from a small printing plant in a 20x60 foot room to a business requiring 10,000 square feet of space fully equipped with the latest automatic printing machinery. Careful attention to the needs of their customers in the production of catalogs, booklets, broadsides, folders, office stationery and general printing has been the watchword in the upbuilding of this business.

Realizing that to meet the requirements of big business in other lines it would be necessary to add special equipment, they installed a new model press which will print three colors on one side and one color on the reverse side of a sheet at one time through the press and at the same time perforate, punch, number, score, die cut, emboss and deliver the product finished and trimmed to proper size. With this equipment they are specializing in three color labels, candy bar wrappers, street railway transfers, tickets, etc., and have been running day and night shifts since its installation.

Mr. Chausse, the president of this firm, is an ex-newspaper man having commenced his apprenticeship in a country office at the age of 14 years and when 17 became a publisher on his own account. He continued as editor and publisher for 18 years, previous to organizing the firm which now bears his name.

Mr. Prudhomme is a thorough printer and is active superintendent of the Chausse-Prudhomme Company.



THE WAR DEPARTMENT OF THE UNITED STATES OF AMERICA RECOGNIZES IN THIS AWARD FOR DISTINGUISHED SERVICE THE LOYALTY ENERGY AND EFFICIENCY IN THE PERFORMANCE OF THE WAR WORK BY WHICH **Marshall-Wells Hardware Co.** AIDED MATERIALLY IN OBTAINING VICTORY FOR THE ARMS OF THE UNITED STATES OF AMERICA IN THE WAR WITH THE IMPERIAL GERMAN GOVERNMENT AND THE IMPERIAL AND ROYAL AUSTRO-HUNGARIAN GOVERNMENT

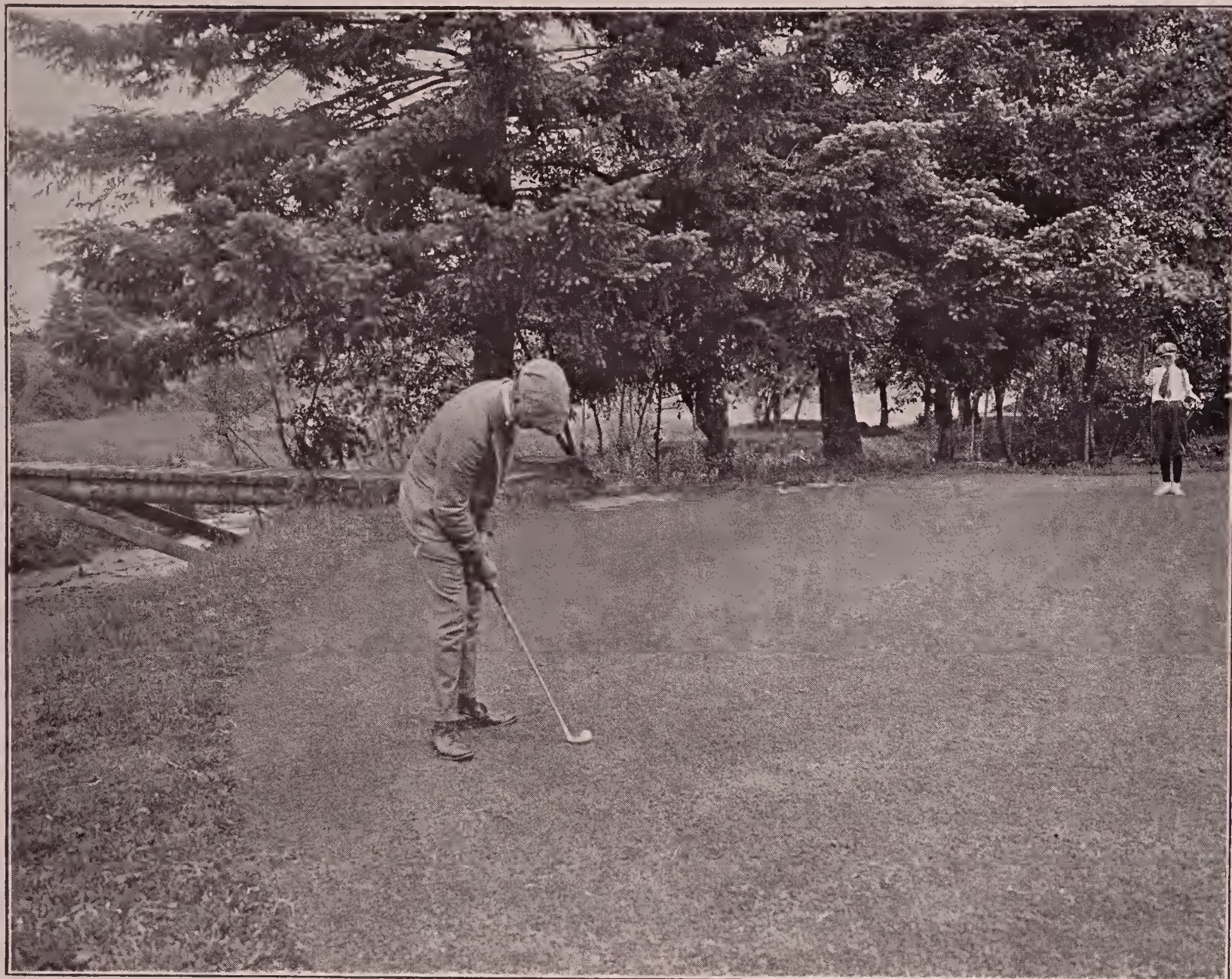
J. C. Bayer Furnace Co.

J. C. BAYER Furnace Co., corner Front and Market Sts., manufacturers of fire doors, metal windows, galvanized



steel sash, roof and general sheet metal products, including heating and ventilating systems.

Eastmoreland Is Ideal Course



A PUTTING SCENE AT EASTMORELAND

THERE is no outdoor game more fascinating than golf. Golf is a healthful sport, giving complete relaxation to the mind and exercising every vital muscle of the body.

In playing golf, the mind is so thoroughly absorbed in the interest of the game that business worries are entirely forgotten.

At the Eastmoreland municipal golf links one may get the maximum pleasure from a game of golf. The rolling hills, shaded occasionally with beautiful trees, and with a large natural lake, springs and stream—these are in themselves alluring to the weird business man.

But the game at Eastmoreland is wonderful. No links on the Pacific Coast is more ideally laid out. Harry Egan, whose name and fame as a golfer of national standing is known to every lover of the game, planned the course.

The Eastmoreland adjoins Eastmoreland tract and the Reed College campus. Though it is entirely away from all the commercial life of the city, it is but a few minutes' ride by street car or auto from the center of the city.

Eastmoreland is a sporty course. The natural hazards are entirely absent in other courses. The first nine holes have been favored by players who have compared links in every part of the country. With the opening of the second nine, comprising even more land than the original tract, a 12-acre natural lake, fed by seven springs, will provide a new barrier in the course.

The game, which at one time was possible only for those of sufficient wealth to keep up membership in a costly organization, is today possible for a man of the most moderate circumstances. The popularity of the game has been brought about by the establishment of municipal golf links in various leading cities of America.

A municipal golf links in Portland was made possible by the Ladd Estate Company. In 1916 the Ladd estate, who are owners of Eastmoreland, loaned the city a tract of land comprising approximately 160 acres, on which the golf links are now situated. The links were first opened to the public on July 7, 1918, and since that time more than 20,000 people have enjoyed the refined and healthful sport at Eastmoreland.

Portland Hotel

A PUBLIC institution glories in additional years, and feels no regretful pangs at the coming of birthdays; each year it becomes a part of the city life. So it was joyfully that the Portland Hotel celebrated its thirtieth anniversary on April 4, for it was in 1890 that this hotel, known over all the country, was formally opened to the public.

Built on the site of a former school building, the foundation had been laid during a so-called "boom," and stood there in the heart of the city a number of years, an object of curiosity to visitors, and a sorry reminder to Portland people.

Though often discussed, nothing was done toward the completion of the building, until Mr. William S. Ladd one day called together a representative group of citizens, and pointed out the folly of allowing the foundation to lie unused.

As a result, a company was organized with a capital stock of \$500,000, of which Mr. Ladd took one-fifth, and the project was pushed to a speedy conclusion.

The hotel, designed along lines of unusual architectural beauty, with elegant appointments, very soon attained a reputation throughout the United States for its service and hospitality.

Many famous men and women have been sheltered under the roof of the Portland Hotel. Grave diplomats, presidents of the United States, celebrities from foreign countries, celebrated, best beloved actors and actresses, all have at various times been its guests.

Many are the tales its register could tell; many have been the important matters discussed and decided in meetings held

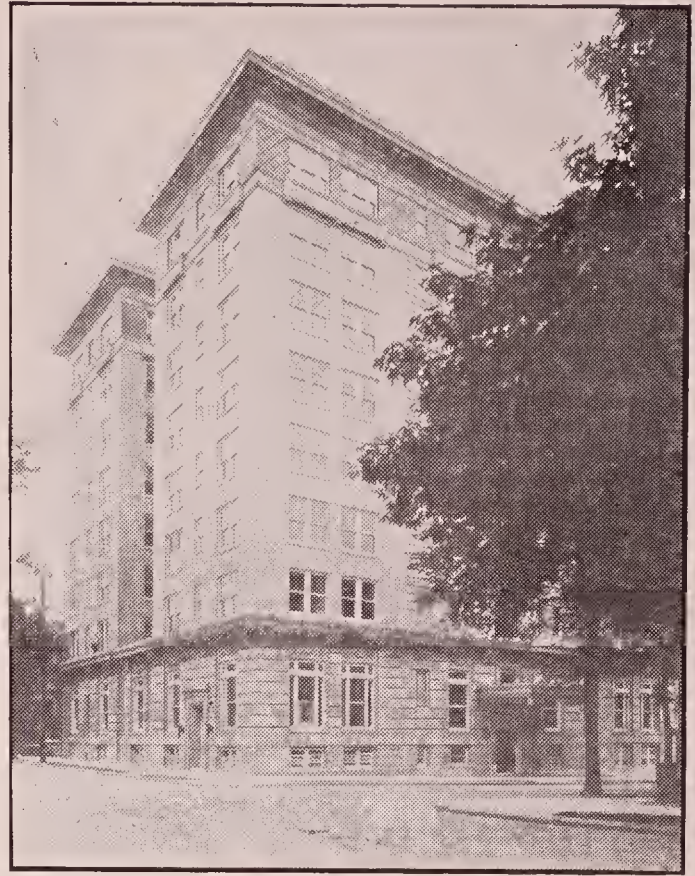


there; many the fine banquets in honor of men and women whom Portland was proud to entertain; who knows how many romances have culminated in its homey atmosphere. The material for a hundred thrilling stories is there in the thirty years of its life.

Today the Portland Hotel is as popular as ever, and when a well-known man comes to the city, we are very apt to read that "he is stopping at the Portland Hotel." It gets to be a habit, and people come back year after year, with pleasant recollections of the homelike spirit pervading it, its fine cuisine, and the delightful surroundings.

To the residents of Portland, particularly the older ones, the Portland Hotel is regarded with genuine affection, for they appreciate what it has meant to the social and commercial life of the city. The Portland Hotel is unique, as is the Columbia Highway, and as enduring in the remembrance of those who have seen it.

The only Worsted Mill west of the Ohio river is located in Selwood, a suburb of Portland, Oregon. Their product finds its way into many states.



The Mallory

A High Class Residential Hotel

Toke Point Oyster Grill

OYSTERS and fish are a favorite food of many people, but anybody would grow fond of these dishes if they were served at the Toke Point Oyster Grill. The Toke Point Oyster House is located at 310 Stark street and was established in 1914. The place serves many original dishes that cannot be obtained elsewhere. Steaks, chops and other orders are also served just a bit better than elsewhere. H. Schuslerb is proprietor.

E. House Restaurant

ESTABLISHED in 1882, and continually under the management of E. House, the founder of the business, the House restaurant has become famous throughout the Northwest. Men who are today leaders in every line of industry have been among the first patrons of the place, and can still be found there at breakfast, lunch and dinner daily. Good foods are served at the House restaurant at moderate prices. The place is located at 128 Third street.

Fault Restaurant

THE Fault Restaurant, is the newest addition to the many good places to eat in Portland. The place was established late last year, and a remarkable business has already been established. The Fault Restaurant specializes in crawfish, though sea foods of all kinds, as well as other dishes are served. J. E. Fault is manager of the establishment. It is located at 353 Stark street.



Hotel Cornelius

TO those who have dipped a pen into the ink well at the desk of the Cornelius Hotel to register, the hostelry is known as "The House of Welcome." Not only are the guests given a welcome upon arrival at the Cornelius, but their entire visit at the hotel is made pleasant by service.

The Cornelius Hotel is not the largest in the city, yet it has the advantage of being the best located hotel. It is closer to the shopping and amusement centers than any other hotel, and yet it is a block from any street car lines, thus having the advantage of less of the noise and bustle of the city.

The Cornelius Hotel contains 100 rooms, over half of which have baths attached.

W. C. Culbertson is president of the Cornelius Hotel Company; Harry E. Fletcher is manager. Mr. Fletcher has been in charge of the hotel for many years and is one of the best known hotel men on the Pacific Coast. Just recently he was given a flattering offer by the operators of a string of tourist hotels, who sought his services as manager. He chose to remain at the Cornelius Hotel, however, where he will continue to make that place the house of welcome.

Mr. Fletcher was for ten years manager of the Yellowstone Park Association hotels in the famous Yellowstone National Park and for three years manager of the Metropole Hotel at St. Catlina Islands. He was also manager of the famous Arrowhead Hot Springs resort in Southern California.

Swetland's

FOR thirty years Swetland's has been the favorite confectionery among a large portion of the city's residents. The business was started in 1890 by "Daddy" Swetland. It is one of the finest stores of its kind in the Northwest.

In addition to the ice cream and candy business, Swetland's has gained popularity for lunches. Dainty dishes are to be had at Swetland's at noon as well as in the evening. Quick service is given business men at the counter and tables are provided for ladies. The company specializes in after-theatre suppers.

Swetland's candies are made in the company's own factory. They are of an exclusive kind, and the highest in quality. J. E. Hawkins is at the head of the corporation and is personally in charge of the business.

Dedman Cigar Company

THE Dedman Cigar Company is a pioneer among cigar dealers of the city, the company being established here fifteen years ago. Though the company's main business is retail, they act as jobbers in a few lines, and are distributors of the Juan de Fuca cigar. The company's store is located at 111 Broadway. W. H. Dedman is owner of the establishment.



Bab's Restaurant

BAB'S Restaurant, 326 Stark street, of which Frank Mussi, formerly of the Palace, San Francisco, is chef and Bob Lowe, manager. Famous for steaks and other dishes. The log cabin dining room in the basement is a novelty.

Forty per cent of the water power of the United States is in the four Northwest states. Only about five per cent is developed.

New Perkins Hotel

THE New Perkins Hotel, located at Fifth and Washington streets, is one of the most popular hostelrys in the city. The hotel has the advantage of being directly opposite one of the largest department stores in the west, and only a block distant from another store of the same kind. In addition to this fact, the car from the union station stops directly in front of the door of the hotel.

The Perkins hotel has all the advantages of the largest hotels, being thoroughly modern throughout, and yet the prices



are much lower. Rooms can be obtained at \$1 and up with detached baths, and \$1.50 up with private baths. Still lower rates can be obtained for weekly and monthly periods.

A first class restaurant adjoins the lobby, where excellent food can be obtained at moderate prices. L. Q. Swetland, well known hotel man, is the president and manager.

Hotel Benson

THE HOTEL BENSON is in a class by itself. From an architectural standpoint, the hotel is the most beautiful structure in the city. In service no hotel in the west has more to offer.

The popularity of the Benson Hotel, both at home and abroad, is perhaps best indicated by the fact that the leading clubs of the city dine and banquet there continuously.

These clubs constitute men of affairs, and as the result of the excellent cuisine and faultless service, the hotel has become famous.

All the dining rooms are conveniently arranged. The rooms are furnished luxuriously, located in the heart of the city, and efficiently managed, there is nothing that could be added to make a place more desirable as a home, whether for a single night or permanently.

Imperial Hotel

THE IMPERIAL, occupying the highest priced piece of real estate of any building in the entire city, has been headquarters for all classes of guests since the early pioneer days. The building is located directly in the center of the business district running a full block on Broadway, between Washington and Stark streets.

For visitors, for guests, for delegates, for traveling men,



for Oregonians, for Portlanders, for all who like hospitality—the Imperial stands for service and courtesy. Leaders in every class have found that the Imperial creed is based upon the Golden Rule.

The Imperial Hotel contains 500 rooms, with a large percentage of baths, the rates running from \$2 upward. Two restaurants are operated in connection with the hotel, with popular priced table d'hote meals and a la carte service continuous.

The Imperial has the equipment and organization with which to give every guest what they want when they want it.

Phil Metscham, Jr., is manager of the hotel.

Bush and Lane

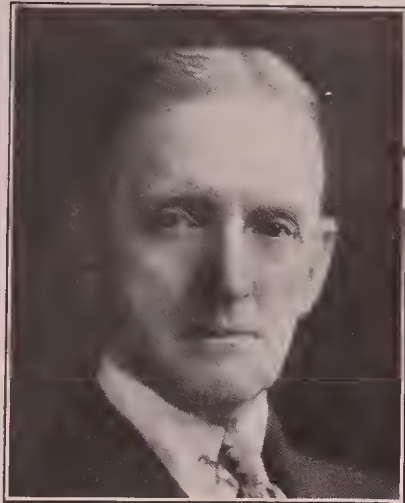
THE name of Bush and Lane Company deals in high grade pianos of their own manufacture, which have a wide distribution in the Northwest and other sections of the country. Playerpianos are also manufactured by the company. All the leading makes of phonographs are sold. W. Lane is president of the company. W. H. Beach is general manager. The factory is located at Holland, Michigan.

The Bush and Lane Company has been established for eleven years.

William M. Ladd has been running banks so long that banking has now become a real hobby with him, and when he feels like working real hard he puts in some licks toward making the Portland Y. M. C. A. and the Museum of Art the best institutions of the kind in the country.

Cedar Crest Farm

PORTLAND'S high standing in the health statistics of the nation is a matter of annual comment. Contributing factors in this very pleasant matter of pride on the part of Portlanders are many, but most important is the invigorating year-in-year-out climate, that marks no extremes, but is varied enough to avoid monotony. It is natural, therefore, that medical institutions of high character should seek for their location this locality where nature can be counted on at all seasons to do its part in restoring to full health those who have temporarily lost their physical well-being.



The success of those institutions which have through many years returned people from all states to better health, has brought others. One of the newest, yet one which in a remarkably short time has assumed national prominence and enjoys the patronage of the United States government reconstruction service, is Cedar Crest Farm. Not quite three years of age, it is today one of the largest of private sanitariums in point of numbers treated, and enters its fourth year with a still greater programme of expansion before it.

Its location is on one of the view-places of Portland, being at the western end of Terwilliger Boulevard, the broad parkway which leads automobile traffic south to the Willamette Valley and to the cities west and south. Back of Portland are the "Heights," one of the sightliest residence sections which

any city in America enjoys. At the southern boundary of the city, these hills take on a more gradual slope and on that slope is Cedar Crest Farm.

Cottages and tent houses—for those who desire such accommodations—cluster around the main building, a three-story structure with wide porches, which serve to care for other patients. In this main building are located offices and laboratories having to do with the administration of the entire institution. Other features are "homey" dining rooms, music rooms, a library and other spaces not ordinarily found in medical quarters. These conform with the medical director's idea that "the patient sees too much of bottles and white enameled fixtures, and except when undergoing actual treatment, should be in the 'homeiest' and most comfortable environment." The entire space of an annex is given over to diet kitchen, laboratory and scientific equipment.

The cottages are made to fit their surroundings. Being in the "grove," they are rustic and the patient may well imagine himself out in the mountains, for St. Helens, Mount Hood, Mount Adams and lesser celebrities of the Cascade and Coast ranges are but neighbors, so clear and near do they appear from this point of vantage.

In connection with the institution is operated a dairy, having both cows and goats. Vegetables and greens come from the farm's own gardens which comprises about 25 acres.

Cedar Crest Farm treats diseases of the chest only, and all treatment is under the direct supervision of Dr. Edward Allen Pierce, its medical director and owner, who is responsible for the new plant, its location and its splendid mark in Northwest medical circles. Dr. Pierce's work in connection with lung ailments has been accepted as authoritative for many, many years. The practical application of his theories is now meeting with unqualified success in this institution, which is nothing more than devotion to an idea which ought to offer much to those who have been unfortunate enough to find treatment necessary for diseases of the chest.

National Hospital Association

THE National Hospital Association is not only an important business in itself, but it has been a great factor in the development of many other large industries of the Northwest.

Through the organization of the National Hospital Association, the man of meagre income can secure the services of the specialist in case of accident or illness, the same as can the man of wealth. The National Hospital Association maintains a staff of specialists in medicine and surgery, who have every facility at their disposal.

At the home offices of the association, which occupy nearly the entire top floor of the Mohawk building at Third and Morrison streets, complete laboratories and dispensaries are maintained. Here the patients secure the services of the specialists in the various lines, including dentistry, with trained nurses in attendance, and can secure X-Ray and clinical laboratory diagnosis.

The National Hospital Association has contracted with many of the leading manufacturing plants of Portland and vicinity for service to employees, and at the larger plants first-aid stations are provided, with trained nurses in attendance. Ambulance service is maintained to take care of serious cases. In addition to the work in this line, a welfare nurse is employed to look after



the general welfare of members and their families.

The officers of the association are: Dr. Samuel C. Slocum, president; Dr. C. G. Sabin, vice president; Attorney E. M. Rands, secretary, and C. C. Bechtold, general manager.

The Moore Sanitarium

THE Moore is an ideal sanitarium and has gained a reputation not only among those who have found relief in treatment at that institution, but the principles of the treatment are recommended by leading physicians.

Organs and worn out nerves need one thing above all—blood. The milk cure, with a patient at rest, is a rapid blood-making process. The diet is given in such a way that it pro-



vides the elements necessary to enrich and vitalize the blood.

The Moore Sanitarium was established in June, 1916. Since that time it has grown rapidly, and arrangements are now being made to secure larger quarters. Patients are constantly on the waiting list, and come from all parts of the Northwest.

Dr. F. E. Moore, head of the sanitarium, was formerly head of the American Osteopathic Association, and was for ten year's examiner on the state board of medical examiners. The sanitarium is now located at East 28th and Alder streets.

Frank Nau, Pharmacist

FOR thirty years the Nau Pharmacy has been known to the people of Portland as an up-to-date and reliable place to deal. Service is the watchword at this institution, and to accomplish service to the highest possible degree, the store is kept open day and night. Frank Nau is owner of the store. The Nau Pharmacy is located at the corner of Sixth and Alder streets.



Sandy's

SANDY'S, headquarters for kodaks and fountain pens, is one of the best advertised stores of its size in all the country. G. E. Sanderson is owner of the establishment. The office and developing rooms are located in the Merchant's Trust building. The retail store is located at 329 Washington street. A large force is employed in the developing and printing departments. The plant is one of the largest in the west.

J. P. Finley and Son

THE firm of J. P. Finley and Son, funeral directors, has occupied a notable position in the history of Portland. The concern was established in 1876, and was first located at Fifth and Morrison streets, where the store of Meier & Frank now stands.

From Fifth and Morrison streets, the concern subsequently moved to Third and Jefferson, Third and Madison, and finally to Fifth and Montgomery, continued increase in business making the changes necessary.

The present home of the company was designed by J. P. Finley, and thoroughly reflects refinement with completeness to the last detail.

The building is equipped with a dormitory, where part of the employees live and are at the service of the public day and night. Every detail can be arranged within the establishment, it being so equipped to relieve the bereaved ones of every responsibility. The interior is homelike in every detail and the public is always invited to visit the establishment.

The automobile equipment consists of three hearses, one



ambulance, two limousines and four touring cars which are at the service of the public at all times. They have a large garage in back of the establishment. One of the principal features is the privacy which is maintained for the family and the care of the loved ones the same as would be at their own home.

The firm is headed by J. P. Finley, who is president of the corporation, assisted by Arthur L. Finley, who is general manager. The company has sixteen employees, including four funeral directors, a lady embalmer and director, for women and children's cases, aside from the staff of mechanics and drivers for the machines, office force, and other assistants and attendants.

The motto of the firm is equal service to all, and no worthy family has ever been refused the care of the company.

Sherman, Clay and Company

SHERMAN, CLAY and Company has always been known as the home of the best pianos. Such well know makes as the Steinway, A. B. Chase and other fine instruments, are sold by the company. Players, as well as Victors, are also handled by the company. The following are officers of the company: P. L. Clay, president; F. W. Sherman, vice-president; F. W. Stevenson, secretary; R. G. McCarthy, treasurer; J. H. Dundore, general manager. Sherman, Clay and Company have also a store in San Francisco.

Winthrop Hammond Company

THE Winthrop Hammond Company sells dependable merchandise. No matter whether it is a suit of clothes, a hat, or any other article, if it comes from that store, you may depend upon it being right up to the minute in style, of the highest quality in material and workmanship, and back of it all, Winthrop Hammond service.

Mr. Hammond's father was one of the pioneer clothing merchants of Massachusetts, and Winthrop Hammond was born to this line of commercial activity.

Coming to Portland in 1910, following a long illness, in 1916 Mr. Hammond purchased the long-established business of Buffum & Pendleton, which has been a Portland institution since 1884.

The store, then located opposite the postoffice on Morrison street, was moved to its present location at 127 Sixth street, thereby doubling the floor space and providing for a greatly increased business.

J. W. Hammond, son of Mr. Winthrop Hammond, has recently joined his father in the business and both father and son have an extensive acquaintance.

The force of salesmen are all men of high ability and character, the heads of departments having been associated with the store for many years.

Perhaps no store in Portland is more truly representative of the city than is this well known establishment.



Eastern Outfitting Co.

"THE gray-tiled corner," at Washington and Tenth is the home of one of the largest and most progressive of Portland's specialty stores for outer apparel for men and women—the Eastern Outfitting Company.

Joseph Shemanski, the manager, is widely known in Portland, both as a successful business man and a public-spirited citizen.

In 1889 the Eastern Outfitting Company opened at Third and Taylor, in one small room 10x20 feet. They grew so rapidly that in the years that followed successive moves to larger quarters were necessary, the last 11 years ago to the present location on Washington street.

The Eastern was the first ready-to-wear shop in Portland to extend credit and at no increased cost, a policy which has brought them a large patronage, not only in the city but throughout the state. Mr. Shemanski believes thoroughly in the fundamental honesty of the public.

"Ninety per cent of the people are absolutely honest," he says. "If they get behind in their payments there is usually a good reason, sickness or other unfortunate circumstances. We seldom lose money by giving credit."

Practically every important city on the Pacific Coast has a branch of the Eastern Outfitting Company, the buying organization being in New York City. The Portland house employs about 50 people, who are more like one big, harmonious family than employees. Perhaps one reason is the personal interest Mr. Shemanski takes in each one of them, and another, the liberal bonus they find in their pay envelope every few months.

The Hazelwood

THE Hazelwood Confectionery and Restaurant was started in 1904 by the present manager, J. H. Joyce and his wife, Esther Joyce, with but one girl to assist them. Mrs. Joyce was the first cook in the Hazelwood and gave to every dish she prepared that home taste that every palate craves. This fact more than any other has made the Hazelwood a distinctive place. Mr. Joyce not only filled the position of manager, but that of porter, cook's helper, dishwasher, soda dispenser and salesman. For a period of six weeks he daily opened the store at 6:30 and closed it at 12 midnight and lived three miles away.

In 1909 Gilbert Joyce became associated with his brother and ever since assisted in the management and help bear the



load of responsibility, and make it possible to expand the business which was accomplished by opening the Broadway Hazelwood and Multnomah Hazelwood in 1916

The policy of the Hazelwood has always been to have and serve the best at the most reasonable prices, amid the most attractive and homelike surroundings.

Now more than three hundred co-workers make up "The Hazelwood Family," all of which appreciate very much the patronage of Portland people and visitors to our city.

Dunning & McEntee

DUNNING & McENTEE, funeral directors, are now situated in their residential parlors on the corner of Twelfth and Morrison streets, which is one of the most modern and best equipped funeral parlors on the coast. The firm was organized by G. D. Dunning in 1888, who has continued actively in the business up to the present time. The firm from a small beginning has steadily kept pace with the progress of the city. The firm for years was located at the corner of Broadway and Ankeny streets, but owing to increase in the business it was necessary to secure new quarters at above address.

A. B. Cain has recently become associated with the business. Mr. Cain is well known in fraternal and business circles, having taken an active part in all matters of a fraternal and civic nature. The officers are G. D. Dunning, president; C. S. Dunning, vice president; A. B. Cain, secretary-treasurer; J. J. Dunning, general manager.

C. O. Pick Transfer and Storage Co.

REDUCED rates to all points can be obtained from the C. O. Pick Transfer and Storage Co., due to the fact that the company does a large business that through cars can be secured. The company is owned by C. O. Pick. Aside from the shipping and storage business, the company maintains a large fleet of horse and auto vans. They specialize in household goods, and packing pictures and china for shipping.

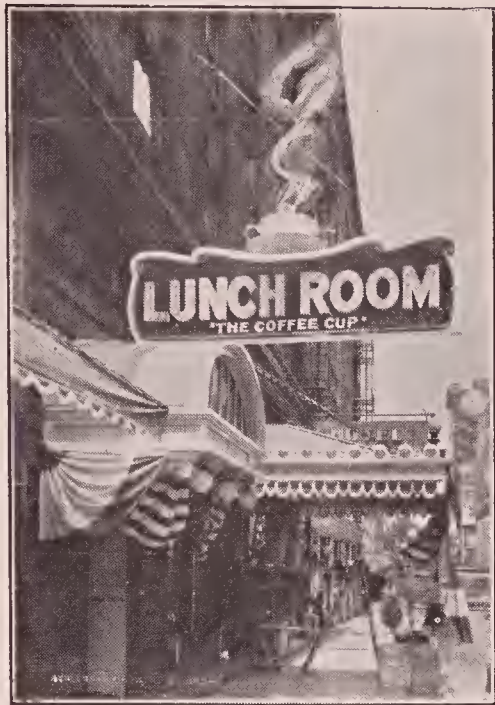
Leighton's Dairy Lunch

MORE than 1,500,000 persons were served in the three Leighton Dairy Lunch places during the past year.

One of the famous lunch rooms is located at Park and Alder streets, in the Cornelius Hotel, and the other two at Broadway and Washington streets.

Leighton's Dairy Lunch is known as "The Coffee Cup," the original establishment gaining fame immediately for its excellent grade of coffee. The Leighton Dairy Lunches are the most talked of and most thought of eating houses in the city. The motto is: "The Best for Less."

More than \$400,000 worth of goods is purchased by the concern annually, and the payroll is \$125,000.



Fahey-Brockman

EIGHT years ago T. P. Fahey and R. E. Brockman opened their first store in the Arcade building in Seattle, a store with a new idea, under the firm name of Fahey-Brockman. Constant and consistent advertising backed by clean merchandising methods has made this name combination as familiar to the people of the Northwest as "Damon and Pythias." The first store was very small, but the idea, that of selling men's clothes for \$10 less than the usual prices by leasing a rent-saving upstairs location and curtailing other overhead expenses, has been proved by the success of the firm to be a mighty big idea.

About four years ago Fahey-Brockman opened their Portland store, occupying the entire second floor of the Raleigh building on the corner of Sixth and Washington streets. Mr. E. B. Carrington was selected to manage the new branch. The same Fahey-Brockman idea—to sell better clothes for less money by eliminating fancy store fixtures and kindred expenses, and putting the money thus saved into the value of the clothes instead of adding their cost to the garment prices, coupled with conscientious service to all customers—has made this store one of the largest clothing depots in the state of Oregon.

Powers and Estes, Druggists

THE Powers and Estes Drug Store, located on the ground floor of the Oregonian building, at 129 Sixth street, specializes in prescriptions. The doors of the store never close, this being in line with the company's policy of rendering the patrons the best possible service. Prescription experts are kept on duty day and night. E. L. Estes is president of the company, and is personally in charge of the store.

R. M. Wade & Co.

"SINCE 1865" R. M. Wade and Company have been selling high grade farm machinery in the Pacific Northwest, and have established a high reputation and strong confidence among the farmers of the Northwest states.

Four years ago the company perfected and put on the market the Wade Portable Gasoline Drag Saw, which is now probably the best known and most used power drag saw on the market. It is sold in every part of North America where there is wood for it to cut, and demands for its services have brought orders from Australia, the South Sea Islands, Africa, South America, Europe and Asia.

The Wade saw played a mighty important part in getting out the spruce which went into the airplanes during the world war, and was most frequently specified by the war department as standard.

"It does the work of ten strong men," is one of the claims made for the Wade, and its adoption throughout the forests of the Northwest has practically done away with the old hand sawing.

Officers of R. M. Wade & Co. are: Edward Newbegin, president; S. E. Newbegin, vice-president; R. L. Wade, treasurer; W. C. La Malle, general manager; J. F. Gorman, manager drag saw division.



Knight Shoe Company

THE Knight Shoe Company is a leader in the retail shoe business of the Northwest. The company was established 22 years ago.

For ladies, the Knight Shoe Company carries the high grade John S. Gray and Laird Shober lines. For men, the well known Stacey Adams and Boyden shoes are carried.

The children's department of the Knight Shoe Company is a special feature. This department is alone much larger than the average retail shoe store. The largest stock in the Northwest is carried in this department.

A modern repair factory has been installed in the basement, where several expert workmen make over old shoes. It is equipped with modern machinery.

W. A. Knight is president; W. M. Knight is vice president, and T. H. Craig is secretary-treasurer of the company. The Knight shoe store is located on Morrison, near Broadway.

Defiance Tea and Coffee Company

THE Defiance Tea and Coffee Company sells tea and coffee at wholesale. A complete plant is operated by the company, for roasting coffee, so that it can be delivered to the trade while still fresh. In addition to the tea and coffee business, the Defiance Tea and Coffee Company handles a full line of spices of the highest grade. The plant is located at 63 Front street. L. S. Elliott is president and manager of the company.

Routledge Seed & Floral Company

THE Routledge Seed & Floral Company, started and organized by Ralph R. Routledge, was incorporated in 1909 and from a small start they are now recognized as the leaders in their special line. With up-to-date equipment and a working force of over fifty employees, this company covers in a retail way the entire Northwest.



RALPH R., *President-Gen'l Mgr.*



J. IRA, *Secretary-Treasurer*



C. H. "DUKE" *Mgr. Retail Store*



GEORGE L., *Mgr. Poultry Pet Stock Dept.*

They are growers, importers and dealers in garden, farm and flower seeds, poultry and garden supplies, fertilizers, sprays and spray pumps, birds, pet stock and pet stock supplies of all kinds.

Their motto: "Quality first, then price as low as possible, plus efficient service." Their rapidly growing business proves that they are "making good."

Protzman Shoe Company

THE well known line of Clapp shoes, the highest grade shoes made, are sold at the store of the Protzman Shoe Company, which is located at the corner of Park and Alder streets. The company is incorporated in the east and the store is better known as the Edwin Clapp Shoe Store. The business of the firm is confined entirely to retail. J. R. Straight is president and manager of the company; R. L. Summers is vice-president and H. R. Dunkroater, secretary-treasurer.

Johnson and Anderson

JOHNSON & ANDERSON, tailors, are better known to members of the Portland Press Club than any other concern in that business, not only because their establishment adjoins the headquarters of the club, on the second floor of the Elks building, but because their tailoring is better. Eloy Johnson and J. E. Anderson are the two men who comprise the firm. They are successors to John B. Coffey.

Edlefsen Fuel Company

THREE yards are maintained by the Edlefsen Fuel Company. The organization furnishes a large share of the fuel used in the homes of Portland people, as well as factories and ships.



For ship use, the Edlefsen Fuel Company furnishes the highest quality Utah coal. Bunkers at the St. Johns terminal make loading directly into ships an easy operation.

Sunnyside and Standard coals from Utah mines are the most popular for use in homes. Rock Springs coal from Wyoming and Sootless coal from Washington, are also furnished by the company for use in homes.

P. H. Edlefsen is president of the company; A. H. Edlefsen is vice president and manager; J. N. Edlefsen is secretary and treasurer; W. R. Neeley is assistant secretary.

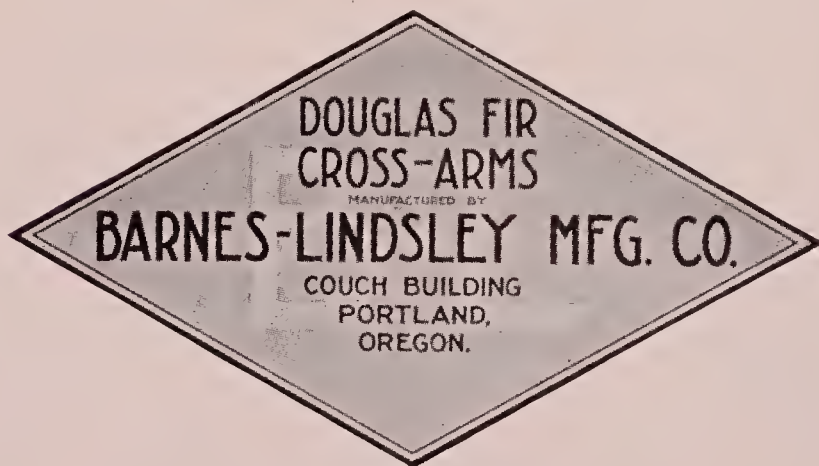
The company's offices are located on the ground floor of the Oregon building.

Emerson Hardwood Company

THE Emerson Hardwood Company manufactures all kinds of hardwood and hemlock lumber and adds to the local payrolls considerably by employing more than 100 men.

In addition to the manufacturing business, the company deals in veneers and hardwood panels.

The company was established in 1907. C. B. Stetson, whose portrait appears here, is secretary-treasurer of the company. Roger Sands of Seattle, is president of the corporation.



A brand that stands for quality, service and right prices. A new \$50,000 mill now being erected, shows what has been done to carry out this slogan.

Oregon is one of the greatest seed producing states. Vegetable and flower seeds raised here are recognized as of superior quality.

Professional, Financial and Business Men of Oregon



MAX H. HOUSER

One of Portland's Industrial Leaders

Explanatory



LHIS collection of portraits of men who are among the leading exponents in commerce, manufacture, art, science, literature, finance and religion of Oregon, was designed primarily as a reference volume for the use of the press, but will find its way into banks, counting rooms, homes of its subscribers and into the libraries of many interested in the history of the Pacific Coast. The publication is not eulogistic, but merely matter of fact, the data being in condensed form, dealing only with the principal events of each life, thus differing from

most biographical works dealing with contemporaneous men. To the student of physiognomy this book is invaluable, and even a cursory examination or a comparison of features, with the works of their possessors, cannot fail to impart to the veriest tyro a valuable knowledge of human nature and the art of judging character from the face. Herein we will find the likeness of old friends and acquaintances, many of whom, perchance, have departed from earth, making their pictured memory doubly dear—a collection which could not be secured otherwise.

General Wood Is Against Militarism

By Dow V. WALKER.

POLITICIANS who have pigeon-holed Leonard Wood as a man with a single-track mind, dedicated to militarism, must revise their filing cabinet notations after hearing his discussion of the issues coming before the people in the coming presidential campaign.

Not that the general is not superbly a soldier, but his character cannot be played with one finger wholly upon the Hindenburg theme. He will convince any audience of the sweep of his mind in a very few minutes, and that he is ready to deal



with the numerous complex issues now confronting America will be more or less the average opinion of his hearers.

"We don't want to develop militarism in this country," said General Wood to me at the very outset of my conversation with him last fall in Chicago. "Ours are a people who have always been averse to war for war's sake, and the boys who returned from over there have deepened this feeling mightily. Like most soldiers who have seen much of war, they hate it.

"Our people do want, however, I believe, a universal training for national service, a training that will put practically out of the question an unprovoked attack upon our peace.

"The great outstanding issue for us today in America is the issue of law and order. This is the issue we have got to meet and to master. We must see clearly that if we give hostages at all to anarchy, then automatically stops all our progress and all our business of life. A nation, to be an effective force must needs have stability just as a human being must have it;

and national stability can be had only through respect for its laws and the maintenance of order.

"When we talk of respect for law and order, loose-thinking radicals infer that we are in reality playing the game of capital. That is not so. Wealth, truly seen, is the servant of the people, not their master. Therefore it should be so employed for the general betterment of all. This can be done and will prove that wealth, properly utilized by a nation, becomes the direct agent of national prosperity, shared by all.

"To gain this end, we should gladly encourage legitimate business, but restrain just as forcefully business that is harmful and dangerous. Let us not lose sight of the fact that without good business in full flower we cannot have prosperous, or contented labor conditions. The real remedy for the high cost of living is to be found in increased production and increased efficiency. This is essential to establish proper domestic conditions and to meet the competition soon to come for overseas trade.

"Real Americans realize today our watchword is 'steady,' and that this is not the time for new adventures, but indeed, the time to hold on to the principles and policies that made us what we are today—that our work is to build more consciously than ever a spirit of intense nationalism as contrasted with a loose-fibered internationalism.

"If we are going to be a force for good in the world—and we are going to—it will be because we are a strong, well-balanced people with a strong national spirit and with the right kind of national conscience. We want to help all the world, but to do that we have got to be Americans first."

As General Wood talked, touching on the problems of labor and capital, of immigration, of Americanization, of taxation, of education, amplifying each issue and diagnosing it, it came into high relief that the passion of this soldier's mind is not predatory, but constructive. That this side of General Wood is practically his whole nature, is going to surprise and dazzle Americans if he becomes the Republican nominee for president.

It has probably been developed by the kind of army work he has always been called upon to do. Originally trained to be a doctor, he got into the army as a physician, but was shifted to the line in 1898. After the Cuban war, he was placed in charge of the job of building up out of that medieval nation a modern state, modernizing 2,000,000 people in three years. This gave him a broad training. He accomplished the gigantic task with an expeditiousness and precision that brought him national fame, and from that time on he has had one constructive job after another, ending with his embittered work in creating here at home armies for the crushing of the Hun.

O. Laurgaard

SPENDING a life-time in the study and practice of engineering, has made O. Laurgaard not only a success in his chosen profession, but has won him the respect and confidence of not only the fellow members of the profession, but also of the community at large. Mr. Laurgaard was born in Norway on February 21, 1880. He graduated from the University of Wisconsin in 1903. He has been city engineer of Portland since July 1, 1917.

Food products—for man and beast—furnished for the war by Oregon were of a quality and quantity that amazed the War Department officials.

Who Poindexter Is

Born: Memphis Tennessee. Age: 52. Education: Graduate Fancy Hill Academy, Rockbridge County, Va., and Washington and Lee University, Lexington, Va. Took B. L. degree at Washington and Lee in 1891.

Moved to state of Washington in November following June of graduation, locating in Walla Walla and beginning the practice of law.

In November, 1892, one year later, he was elected prosecuting attorney of Walla Walla county, being 24 years old at the time.

In 1897 he moved to Spokane, where he became assistant prosecuting attorney for Spokane county, serving with distinction until his election as judge of the Superior Court in November, 1904.

Remained on the bench for four years, resigning in September, 1908, upon his nomination for Congress as a Progressive Republican to which he was subsequently elected by an overwhelming majority.

In 1910, he was nominated for the senate and the following winter he was elected by the legislature by an almost unanimous vote.

Re-elected to the senate in 1916. Present term expires in 1922.

OREGONIANS should be keenly interested in Senator Poindexter's campaign for the presidency on the Republican ticket. The industrial, commercial, and agricultural interests, and future developments of Oregon and Washington are one and the same. The business of Grays Harbor and Southwestern Washington, as far north as Chehalis and Centralia comes almost exclusively across the Columbia to Portland, while a major portion of all the business of Southern Washington and Southwestern Washington, around Walla Walla and the famous Palouse country flows naturally down the Columbia to Portland. The interests of the two states being so closely allied, it is but natural that the business men of Portland and other portions of Oregon should be interested in the presidential campaign of Washington's senator.

Business men further realize and appreciate the great value of promoting the candidacy of a man from the Northwest for the high office of president of the United States.

Senator Poindexter's prominence before the American public today, his record of past achievements, his intimate knowledge of the functions of the various departments of government during twelve years of experience in the lower and upper houses of Congress, and his stand on the vital issues of the moment show that the Northwest can produce, and is producing men equal to the best in the world.

Oregonians, loyal to the best there is in the west, believe firmly in and are now taking steps to advance the idea that it will be of tremendous advantage to the whole Northwest to send a delegation from the northwestern states to the Republican convention at Chicago committed to Senator Poindexter for president.

Senator Poindexter through long years of service has occupied a position of great prominence in the senate. He is chairman of the committee on mines and mining and a very influential member of the postoffice and post roads committee of the senate.

He has advocated legislation of material benefit to the northwestern country, among which measures are the following:

Government control, not ownership of railways and water power utilities.

The protection of coastwise shipping.

The rigid enforcement of the "long and short haul" bill.

The prevention of rate discrimination by railways and free passage through the Panama canal for American shipping.

He has always advocated a large navy, and was one of the most active workers for national preparedness.

He generously supported the war policy of the Democratic administration.



He is now urging the rapid reduction and repeal of abnormal war excise taxes, and the raising of the necessary revenue, to as large an extent as possible, by tariff on imports.

His platform for the coming campaign may be summarized in two planks:

Industrial independence, and national independence.

He stands squarely for the Open Shop and against the League of Nations. He says: "The closed shop means closed opportunity. It means personal and industrial servitude, both for labor and capital, and for the public.

The right to work and the right to own property are among the inalienable rights of men and are so designated in all of the great charters of the race. No government can endure which does not protect these rights.

Men have a right to quit work singly or collectively, but they have not the right to conspire to strangle the people. Economic independence can only exist when a man is free to work or quit work whether he belongs to a union or not."

He was the first senator to point out the seriousness of the

industrial situation in the United States, which he did in his "Mooney" speech on April 22, 1918, and he is now the only candidate of the Republican party who is making it an issue. And he will force the issue in the campaign.

Senator Poindexter was the first senator, or other person of prominence to oppose the League of Nations and to point out its menace in his speech of November 5, 1918, and he pioneered opposition to it on his trip to the Pacific Coast in April, 1919.

It was the senator's point of order in the senate when the treaty was defeated in December which prevented the raising of the entire question at that time, and he abandoned his campaign in South Dakota to return to the capital at the earnest pleading of Senators Knox, McKinley, Brandegee, Borah, and others, to assist in bringing about the result accomplished. Therefore, all the people in Oregon who are opposed to the league ought to rally behind the senator on this proposition.

Men are saying today that America needs a business man for president. What they mean is that America needs a man for president who understands the business of government. Today the president and legislative branches of our government are at loggerheads; government is no longer functioning. Senator Poindexter's twelve year's of experience in the upper and lower houses of Congress certainly make him qualified to understand and appreciate the functions, prerogatives, and limitations of the various branches of government.

Senator Poindexter is a constructive thinker and statesman.

America, in this crisis of her history, as in every great crisis of the past, needs the sincerity, straightforwardness and love of justice that Senator Poindexter is so magnificently championing before the American people today.

T. M. Hurlburt



SHERIFF T. M. HURLBURT has decided to become a candidate for re-election, following a great deal of urging upon the part of many friends and business organizations.

His record will be the platform on which Sheriff Hurlburt will run. Among other things, he will state in his platform that he will construe

his oath of office to mean complete and effective enforcement of law, with no interest to serve except the public interest. He will point to the re-organization of the tax collecting department and to the reforms he has made in the feeding of public prisoners.

Sheriff Hurlburt was born at Albia, Iowa, March 28, 1860, and came to Portland in August, 1870. He was a civil engineer by vocation before his election as sheriff. Few people are aware of the fact that over 30 years ago he made the first official reconnaissance of Bull Run, the source of Portland's water supply.

During the world war Sheriff Hurlburt was actively identified with all the patriotic movements. He was the head of the Multnomah guard, which rendered effective service in preserving order and protecting property.

Oregon has the largest knitting factory on the Coast—Oregon-grown wool manufactured in heart of wool district opens the world as a market.

John M. Mann

GOOD business methods and the policy of giving the public the very best of service have been the leading factors in the success of John M. Mann as Commissioner of Public Utilities.

Born in Corning, N. Y., in 1872, Mr. Mann came west in early youth to carve out his career in the Northwest. For thirteen years he worked in the best printing plants in Portland, then started the Ivy Press, a high-class printing establishment now operated by his son.



As head of the Water Bureau, Mr. Mann's work has been particularly creditable. Even in the face of advancing prices for material and labor, the Water Bureau, since 1917, has been operated solely upon its revenues, except for the issuance of \$100,000 in bonds. During this same period the Water Bureau purchased \$75,000 in Liberty Bonds. Many improvements have been made at Bull Run Lake, the source of Portland's water supply, and more are under way. It is predicted that within a short time Portland will have a water system unexcelled by any in the country.

Before being elected commissioner, Mr. Mann served Multnomah county in the legislature. He is a member of the Masonic Lodge, Shriners, Granger, Woodman of the World, Modern Woodmen, Macabees, Artisans, K. of P., Knights and Ladies of Security, D. O. K. K. and Royal Arcanum.

The two words, "live wire," constitute an appellation which fittingly sums up the recognized standing of John M. Mann as Commissioner for the city of Portland.

Walter P. LaRoche

SAVANNAH, Ga., was the birthplace of Portland's renowned city attorney. He served two terms in the Georgia state legislature, and was fast making a name for himself in the south, when he decided upon seeking a still larger field for his activities in the Northwest. He came direct to Portland, bringing a wife and eight children.

Mr. LaRoche is a Republican, and of the actively progressive sort. During the world war, he took part in many drives, making many speeches not only locally, but throughout the state. He is a Mason, and a member of all the local civic clubs and organizations.

As attorney for the city of Portland, Walter LaRoche has made a brilliant and enviable record. He has served since July, 1913.

O. P. Hoff

O. P. HOFF was born in Norway, and came to America when 17 years of age. He has resided in Oregon for the last forty years.

For many years he was employed by the Southern Pacific Company, and his first experience in public office began when he was selected for the office of labor commissioner in 1903, which office he held through a succession of elections up to and including 1918, at which time he was elected state treasurer.

Robert N. Stanfield

His Platform

IF nominated and elected, I will, during my term of office, stand for the preservation of American constitutional government and American institutions; for maintenance of peace; for recognition of American rights in all our international agreements; for justice for the service men; for equality of treatment for labor and capital; and for punishment of profiteering. The cost of government to our people should be reduced by adopting a budget system, by increasing protective tariff duties and by lengthening the payment of our war indebtedness. I am for increased federal aid to improve Oregon's rivers and harbors and to reclaim our arid lands. My aim shall be to help maintain progress and prosperity, rather than to restore unsatisfactory pre-war conditions."

Slogan: "Preserve American institutions; maintain peace; justice for service men; develop Oregon's resources."

THE times require the election of men who have firm convictions, and who are not afraid to express them," said Robt. Nelson Stanfield in discussing his candidacy and declaration of principles. "Every candidate for office should be defeated who does not clearly and unequivocally stand for the preservation of American ideals, and of American constitutional government, for the maintenance of law and order, and for the protection of our free institutions from the insidious revolutionary propaganda that seeks to destroy them.

"It is time to get back to first principles and to pledge allegiance anew to the traditions and ideals that have placed the United States in the vanguard of the nations. My attitude on public questions has been determined by reference to that standard and will therefore be readily understood.

"In the first place I believe that all aliens who are caught stirring up strife against the government should be promptly deported. Foreigners who come to the United States to make their way in the world should be required either to become American citizens or to return whence they came. Immigration laws should be so amended as to bar the entrance of Bolsheviks and other undesirables.

"Second only in importance to the menace to American institutions is the problem of the relation of labor to capital. In my opinion capital and labor are entitled to equality of treatment and it is error to array them as class against class.

"The peace treaty should be ratified at the earliest possible date, together with such reservations in the league of nations covenant as will insure due recognition of, and protection to the rights of the United States.

"I trust the woman suffrage amendment will be ratified by thirty-six states, as it would enable 16,000,000 women to vote for president at the coming November election.

"A program of Americanization should be devised and vigorously carried out by the federal government in co-operation with the several states.

"The present direct taxes upon industry and consumption should be reduced, and to make up the difference increased duties should be levied upon imports equal in amount to the difference in the cost of production. Preferably, the indebtedness incurred as a result of the war should be distributed over a long period of years, thus lessening the burden of taxation

on our farmers, manufacturers and other income-producing classes of our people.

"An adequate American merchant marine should be maintained with government aid, but privately owned and operated.

"The federal and state governments should unite upon a program of road construction.

"Careful consideration must be given to the various features



of the national educational program now pending before congress.

"Oregon is vitally interested in securing federal aid in the reclamation of her arid lands, as well as in the development of the state's vast areas of cut-over lands. The state also requires federal aid for highway construction.

"An energetic policy looking toward the improvement of Oregon's rivers and harbors should be adopted.

"Measures should be adopted which will prevent a repetition of the car shortage that has proven such a hardship to the

lumber industry of the Pacific Northwest. The discrimination against Western lumbermen which has been so manifest during the present administration should be terminated, and equitable treatment accorded lumbermen in all sections of the country in respect to wage scales, working hours and other conditions affecting the industry.

"American shipbuilding yards that are properly equipped should be continued in operation on private account, both as to yards and the vessels they construct.

Mr. Stanfield is a firm believer in the future of Portland. He established his residence in this city in the first place in order better to further its development. He is confident that Portland will become a great port and manufacturing center. As one of the leading woolgrowers of the United States, it is his judgment that Portland is ideally adapted for the creation of the principal wool depot of the West.

The nation must redeem its promises to the young Americans who went to war at the call of their country by enacting legislation that will properly care for their interests.

Mr. Stanfield was born July 9, 1877, at Umatilla, Oregon, and was one of a family of eight children. His father, Robert Nelson Stanfield Sr., a native of Illinois and one of the original '49ers, drove an ox team across the plains, arriving at McMinville, Oregon, when 17 years old.

Mr. Stanfield first entered politics in 1913 when he was elected to represent Umatilla county in the lower branch of the legislature. He was re-elected in 1915-17, serving as speaker of the last named session. He is a member of several state boards and commissions, among them being the Oregon land settlement commission to which he was reappointed the first of the year.

L. M. Lepper

L. M. LEPPER, of the law firm of Hall & Lepper, is one of Portland's most indefatigable workers for the civic, commercial and moral improvement of the city. His activities, conducted mainly through the splendid organization known as the East Side Business Men's Club, but by no means confined to that body, have had the active support of a large number of our citizens, who have been glad to enroll themselves under Mr. Lepper's leadership. In a great part to Mr. Lepper's labors we are indebted for the East Side libraries, Municipal Dock No. 2, Laurelhurst playgrounds, high schools, and other notable civic improvements on the East Side.

Mr. Lepper was born on a farm in Indiana; graduated from high school at the age of 17. Later he studied engineering and law, graduating from the University of Michigan at Ann Arbor. He is a member of a score of fraternal and social organizations.

Judge George Tazwell

J.UDGE GEORGE TAZWELL of the circuit court is one of the best known jurists in the Northwest, having been active in Portland law circles since 1889. Judge Tazwell received his education in England, coming to America upon graduation from law school. He was admitted to the bar in 1894 and began the practice of law at once. In 1910 he was appointed municipal judge, and when the office was abolished through the adoption of the new city charter he resumed his practice. In 1916 Judge Tazwell was elected to the office of circuit court judge.

Drag Saws—made in Oregon—are advertised Nationally and are sold in every state in the Union and in 12 foreign countries.

James H. Raley



THE development of the West is typified in the career of J. H. Raley of Pendleton, one of the best known attorneys in Eastern Oregon. He was born in Nebraska City, Nebraska, January 20, 1855, his parents being Jonathan and Rachel Birchfield Raley. The family crossed the plains with an ox team in 1862. In 1864 they settled on the site of the present city of Pendleton. The son rode the ranges of Umatilla and Grant Counties as a cowboy for ten years.

After attending the schools of Umatilla County, Mr. Raley took a course at the University of Oregon, and later began studying

law under John J. Balleray at Pendleton. In 1895 he was admitted to the bar, and has been in active practice since.

While known all over the state as a lawyer, his activities have not been confined to the law. For three years he was manager of the Pendleton Hotel. For the same length of time he was a partner of E. J. Somerville in the drug business. For five years he was cashier of the Pendleton Savings Bank, and for four years was county surveyor. Repeatedly he has been councilman and also mayor of his city. In the state senate he represented Umatilla and Union Counties for eight years.

During the administration of Sylvester Pennoyer as governor Mr. Raley was on his staff as lieutenant-colonel. He is the author of Raley's Irrigation Laws, the result of special study. He is one of the large stockholders in the American National Bank of Pendleton.

In politics Mr. Raley is a Democrat. He was a candidate on that ticket for Congress and also for Attorney-General. He is a thirty-second degree Mason, and has three daughters and one son, J. R. Raley, who is his partner in the legal firm of Raley and Raley, Pendleton.

Richard E. Clanton

MUCH of the credit for building up the present Oregon hatchery system, which is second to none in the world, is due Richard E. Clanton, master fish warden, who is in active charge of the hatchery work. It was under Mr. Clanton's administration that the system of feeding ponds, through which such remarkable results have been attained, was instituted. It is now being generally adopted elsewhere.

Mr. Clanton has been in the fish department since 1908, when he was appointed deputy of District No. 2. In 1910, Acting Governor Bowerman made him master fish warden. Mr. Clanton was born in Clinton, Tennessee, near Knoxville, May 11, 1873. He has been in Oregon and Washington for 32 years, and is thoroughly conversant with the needs of the salmon industry and the latest methods of hatchery propagation.

An Oregon Life Insurance Company has written more insurance in a year than any other Company doing business in Oregon.

B. F. Jones

THE life of B. F. Jones is characterized by service—service to his family, service to his employer and service to the public.

He was born on a homestead near Lawrence, Kansas, in 1859. His father died when he was eight years old, and he came to Oregon with his widowed mother in 1870 to settle on a homestead in the Yakima Bay country, on the land now occupied by the town of Toledo.

Two years after arriving here his mother died, and he worked on the farm until he was eighteen, attending public schools and O. A. C. during the winter months. Then he worked in logging camps and on steamboats until 1883, when he received a captain's license and followed steamboating for ten years.

In 1893 Mr. Jones was chosen county clerk of Lincoln County, which office he held for three terms. Meanwhile he studied law under the late Judge John Kelsey, and was admitted to practice in 1897, since which time he has been actively practicing.

Mr. Jones has served as mayor of Toledo, Independence and Newport. He represented Polk and Lincoln counties in the legislature for regular sessions and three special sessions. He was appointed registrar of the U. S. land office at Roseburg, Oregon by President Taft in 1909, serving four years.

Mr. Jones is author of the Roosevelt coast military highway, and of the Free Locks.

In announcing his candidacy on the Republican ticket for secretary of state, Mr. Jones pledges his support for more and better roads, for irrigation of arid lands, for the improvement of rivers and harbors, government building and maintenance of all roads in national forests, for the classification of all lands in the forest reserve, that the non-timbered, agricultural and grazing land may be segregated and thrown open for settlement, and for a bigger and better Oregon generally.

Judge Henry J. Bean

THE life of Judge Henry J. Bean has been one of consistent progress. Judge Bean was born November 13, 1853, at Bethel, Maine, the son of Timothy Bean, farmer and cattle dealer. In 1866, the father came to Oregon with a brother and settled in Umatilla county.

Judge Bean was educated in the schools and academies of Maine, and he studied law and was admitted to practice law in that state on March 9, 1881. Immediately afterward he came to Oregon and practiced law at Pendleton until elected to the bench. While pursuing studies part of six years, he taught school.

From 1882 to 1884 Judge Bean was city attorney of Pendleton. From 1885 to 1886 he was city recorder. From 1896 to 1900 he was district attorney, the district comprising Umatilla and Morrow counties. From 1904 to 1906 he was county judge. From 1906 to 1911 he was circuit judge of the sixth judicial district. In 1911 he became associate justice of the supreme court of Oregon. Judge Bean is a Republican. He is a member of several of the leading fraternal organizations.

Robert Clinton Bonser

ROBERT CLINTON BONSER was born in Columbia county, Oregon, December 24, 1859. He attended public schools in Portland, later attending business college here, and graduating from Van Dernaillen's Engineering school in 1892. He spent his early life cutting cordwood, pulling fishing boats, steamboating and fishing. He has been county surveyor of Multnomah county since January 1, 1915.

Sam A. Kozer



SAM A. KOZER was born in Cumberland county, Pennsylvania, October 19, 1871. He came to Portland in 1890, shortly afterward removing to Astoria, where he has since maintained his residence. Mr. Kozer was appointed auditing clerk by the secretary of state in 1899 and served in that capacity for eight years. He was later promoted to the position of chief clerk and upon the creation of the office of state insurance commissioner in 1909, he was

appointed commissioner. In 1911 he made another advance, becoming chief deputy secretary of state. Since the accession of Secretary of State Olcott to the governorship in March, 1919, Mr. Kozer has had full charge of the office, discharging the duties of secretary of state with marked efficiency.

"In seeking the Republican nomination for the office of secretary of state," said Mr. Kozer, "I am basing my candidacy upon an intimate knowledge of the duties of the office and affairs and needs of the state, gained through an experience covering a long period of service in the secretary of state's office."

"I believe a public official is, in fact, a public servant and that he should serve all the people all the time in a prompt and efficient manner."

Governor Frank O. Lowden

GOVERNOR FRANK O. LOWDEN, candidate for president of the United States, started life as a barefooted boy on a small farm; was teaching a country school at 15 years, and sweeping out the schoolhouse for the extra dollar or two. By hard work and persistent struggle against heavy odds he won for himself a university education and a foothold in the practice of law. Thereafter his exceptional abilities and earnest application advanced him steadily and rapidly to conspicuous business and professional success. Incidentally, these qualities, coupled with his keen Americanism and public spirited activities, won recognition from the public; he was sent to Congress from the Thirteenth District in 1906, and elected Governor of Illinois in 1916.

As Governor he inaugurated an efficiency system which abolished 125 overlapping and wasteful commissions and boards, establishing instead of nine state departments, each with definite duties and responsibilities. Thereby and through the elimination of other wasteful methods, he effected a tax reduction of 33 per cent in two years, and this under war conditions.

He secured passage of a new corporation law, pronounced by business men the soundest in the United States; started highway improvements which will mean 4,800 miles of additional hard-surfaced roads in the state; obtained payment of interest to the state on all public funds held in the state treasury; inaugurated a budget system to control appropriations and made provision for beginning work on the Illinois waterway link to connect the Great Lakes with the Gulf of Mexico. He has many other constructive achievements to his credit, and with the people of Illinois solidly behind him, is working out further construction plans.

Judge George W. Stapleton



CIRCUIT Judge George W. Stapleton occupies a high position among the jurists of Portland. He is equally well known on the Washington side of the Columbia, as he practiced in the Evergreen state for several years before coming to Portland.

His parents were John and Josephine Stapleton, his father being a farmer and stockman. He attended Pacific University at Forest Grove, but did not graduate.

In October, 1884, he began the study of the law, and marrying in Goldendale, Washington in 1886, he began practice in that town. After four years he removed to Vancouver, and there he remained until 1898, building up a large practice.

Judge Stapleton has served as mayor of three towns, Goldendale and Vancouver, and was the mayor of his home town, Gresham, not far from Portland. His principal investments are in Portland real estate.

In the eighties Judge Stapleton was a member of the territorial militia in Washington. He was presidential elector on the gold Democrat ticket in the same state in 1896, but became a Republican following the advent of Bryanism in the Democratic party. He is a Mason and a member of the Mystic Shrine, being potentate of Al Kader temple, Portland.

Judge Stapleton was appointed to the bench in 1917 to fill the vacancy caused by the resignation of Judge Davis, and a year later was elected by a large vote.

Charles Hanson Gram

IN being elected six successive times as president of the Oregon State Federation of Labor, Charles Hanson Gram has made a record unequalled by any man in the history of the organization. Mr. Gram was first elected to the office in 1903, and served continuously for six terms.

Mr. Gram became deputy labor commissioner under Hon. O. P. Hoff in 1907, serving ten years. In 1918 he was elected labor commissioner, which office he now holds.

Mr. Gram was born in Denmark on January 24, 1868. He came to America after he graduated in schools equal to American high schools, and followed farming and timbering for many years, spending nearly all of the years since arriving in America on the Pacific Coast. He has been a staunch supporter of the Republican system of government, is a member of the Masons, Maceabees, Woodmen of the World, United Artisans and Moose.

Frederick M. De Neffe

FREDERICK M. DE NEFFE, attorney-at-law, with offices at 907 Yeon building, was born in Iowa and spent his boyhood days in Spokane, Washington, where he graduated from high school in 1901. Later he attended the University of Michigan and graduated from the law department in 1906. He has been practicing law for 14 years, all the time in Portland, except two years in Eugene. He was at one time trustee of the Multnomah Amateur Athletic Club. He is married and has one child, the family living at Garden Home.

Mr. De Neffe is a Republican.

Charles S. Rudeen



CHARLES S. RUDEEN is a man of great capacity. His success in various business enterprises shows that he is capable of doing big things, and is not a man of simply one idea.

Among the businesses which he owns and in which he is interested, is the Alder Market Company, of which he is president; the Portland Koser Market Company, of which he is a stockholder; Sundeen, Rudeen and Steibig Furniture Company, of which he is president; Meve's Restaurant, of which he is president; Bab's Restaurant, of which he is owner, and the State Bank of Portland, of which he is a director and stockholder.

There are more than 150 people in the employ of companies which he heads, and the payroll is about \$175,000 annually.

Mr. Rudeen is a member of the Chamber of Commerce, and all other civic organizations. In 1919 he was president of the State Pilot Commission, and a director of the Rose Show. He was also a member of the State Consolidation Commission.

Charles Albert Bigelow



CITY COMMISSIONER BIGELOW is a native of Michigan, where he was born July 28, 1875. He came to the Northwest while still a youth, and attended school at Olympia, Washington.

Coming to Portland in 1894, Mr. Bigelow entered the employ of W. H. Markell, East Side Department store, later becoming a member of the firm. He was elected commissioner at the first commission election in 1913, was re-elected in 1915 and again in 1918. During his first four years of office he was in charge of the department of finance; since that period he has been head of the department of public affairs, fire department, street cleaning, municipal shops, incinerator and public markets.

His work for the city has been of the highest order, having applied modern business methods to the affairs under his charge, and he has carefully scrutinized expenditure of public funds at all times.

Commissioner A. A. Muck

COMMISSIONER A. A. MUCK is running for re-election because of strong appeals made by friends and associates. In speaking of his platform, Mr. Muck said:

"I favor 100 per cent Americanism in all departments of county government; enforcement of law and order; development of the budget system; reduction of cost of government by consolidation of conflicting activities; home labor and home products.

"I shall keep my office door open, as I have in the past, so that the public can transact business without delay."

Christian Schubel



CHристиан SCHUBEL, candidate or the Republican nomination for state senator from Clackamas county, has served three years in the lower house. During that time he has made a splendid record, being author of the following legislation:

An act assessing water power, and which it is estimated added \$1,500,000 to the assessed valuation of Clackamas county during 1919; the eight-hour law for mills and factories; the general fund act, which it is estimated saved the state \$10,-

000 in interest annually; the state board of conciliation and arbitration law; the foreign corporation act, which it is estimated added approximately \$85,000 annually to the revenue of the state, and the inheritance tax law which it is estimated increased the revenues of the state approximately \$435,000 annually.

Mr. Schubel plans to introduce legislation, if elected, requiring the state to purchase all road material, forbidding aliens from owning land, providing for compulsory arbitration, and equalizing taxation.

He further states that he "will favor all legislation calculated to develop the state," and that he will stand for "a square deal for all and special privileges for none."

John W. Bell

COMING from Ohio in 1893, John W. Bell began the practice of law in Portland with such diligence and success that he became a judge of the district court July 27, 1908.

Probably no other man has done so much in both simplifying and advancing the work of the district court as Judge Bell. Soon after accepting a place upon the bench he brought certain matters to the attention of the state legislators at Salem, which resulted in the district court of Multnomah county being divided into three departments, and a separate court of small claims: an arrangement which still exists, and which has been conducive to expediency and efficiency.

Judge Bell, through his policy to administer justice without fear or favor, has acquired a host of friends and staunch supporters. He is a member of the Masons, and the Knights and Ladies of Security.

Judge Bell is a Republican, which party he has served long and well.

John Hargreaves Carson

JOHN Hargreaves Carson was born and brought up in Oregon. Born in Salem on November 2, 1894, Mr. Carson attended the public schools at Salem, and upon graduation from high school, entered Mt. Angel College, finishing at Willamette University.

Immediately upon finishing school, he began the practice of law, being associated with his father in the office of Carson and Brown, located at 213-218 U. S. Bank building, Salem. Upon the death of his father, young Carson took his place in the firm. He was in company M, 3rd Oregon infantry on the Mexican border, in 1916, and at the close of the war was in the coast artillery officers' training school at Fort Monroe, Virginia. Mr. Carson is a Republican, and a member of the Masons, Elks, and A. O. U. W.

Harvey Edwin Cross

HARVEY EDWIN CROSS, who has entered the race for county judge of Clackamas county on the Republican ticket, in answer to urgent appeals of countless friends, is a native of Oregon. He was born in Clackamas county on June 6, 1856, and has lived in the state all his life.

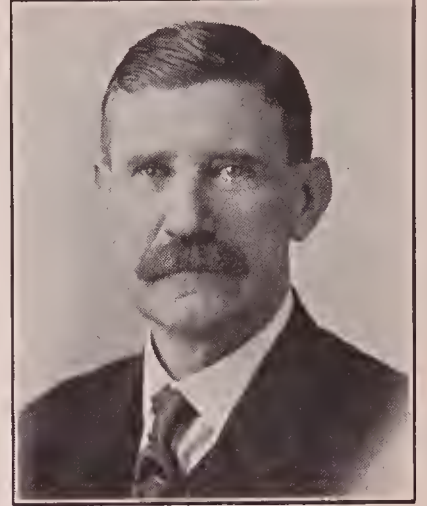
Lorenzo Dow Cross and Dorcas Cross, his parents, were pioneers of Oregon.

Mr. Cross attended the public schools of Oregon City, graduating in 1874.

In 1872, when the Oregon City locks were built, he worked for 75 cents a day, carrying drills. He taught school at a log cabin in Sandy in 1874 and at Estacada the following year. In 1875 he began the study of law, during the following summer keeping toll gate on the old Barlow road.

He was married in 1879, building a home in Oregon City. Four years later he purchased the present townsite of Gladstone and founded that city in 1893.

He served as county treasurer for three years, state senator for two years, representative in the legislature in 1919. He promoted the Gladstone Chatauqua, the largest on the coast, in 1894, and gave the association a free lease on Gladstone Park for fifty years. Mr. Cross is a Republican, and though not much of an order man, he has belonged to the Baptist church for 44 years.



Judge Harry Landin Benson

JUDGE HARRY LANDIN BENSON was born and brought up in the great west. His birthplace was Stockton, California, and the date July 6, 1854.

Judge Benson's father was Henry C. Benson, minister of the M. E. church, and second editor of the *Pacific Christian Advocate*, of Portland.

He was educated on the coast, attending Portland Academy, and graduating from the University of the Pacific, at Santa Clara, California.

For some time he taught country school and read law. He was principal of the Grants Pass schools for seven years, district attorney of the first judicial district from 1892 to 1896, representative from Josephine county in the legislature in 1897, elected circuit judge of the first judicial district in 1898, again in 1904 and 1910. In 1914 he was elected to the supreme bench.

Judge Benson is a Mason, Elk and A. O. U. W.

John A. Mears

JOHN A. MEARS, prominent attorney, has announced his candidacy for the Republican nomination of district judge of Multnomah county, department No. 1.

Mr. Mears has practiced law in the city since 1903. He is prominent in fraternal circles, belonging to both the Masons and Odd Fellows. He has also been active in civic affairs, having served as president of the Franklin Improvement league. He is married and his son saw service in France during the war.

Justice Thomas A. McBride

THOMAS A. McBRIDE, justice of the Oregon Supreme Court, has been on the bench in Oregon for 23 years. He has served on the Supreme bench since 1919, in which year



he was appointed to fill a vacancy. In 1914 he was re-elected by an enormous majority. He was not even opposed for the nomination.

A native son of Oregon, Judge McBride was born in Yamhill County, November 15, 1847. His parents were James and Mahala (Miller) McBride. He received his education in the common schools and at McMinnville College, and was admitted to the bar at Salem in October, 1870. He began practicing the same year at Lafayette.

In 1872, he removed to St. Helens and practiced there until 1877, when he removed to Salt Lake City, Utah, for three years. He returned to Oregon in 1880, locating this time in Oregon City, and entering into a partnership with the late E. L. Eastham, which continued until his election in 1892 as circuit judge.

Judge Lawrence T. Harris

LAWRENCE T. HARRIS, candidate for re-election as justice of the supreme court, was born at Albany, Ore., September 13, 1873. He graduated from the University of Oregon in 1893 and, in law, from Ann Arbor in 1896. He served in the house of representatives from Lane County in the sessions of 1901 and 1903. He was appointed to the circuit bench in 1905. He was elected in 1906 without opposition, and in 1912 received both Republican and Democratic nominations and was re-elected without opposition. He was elected to the supreme bench in 1914.

Justice Harris' slogan is: "Continue impartially to uphold the law and justice without fear or favor," and in his platform he says: "I will to the best of my ability continue to administer the law as it is without regard to wealth, poverty, party or creed of any litigant or attorney."

Justice Harris has no opposition for renomination.

Charles Henry Dye

CHARLES HENRY DYE is an attorney of Oregon City who has an influence upon the community in which he lives. In 1913 when the movement was begun to banish saloons from Oregon City Mr. Dye was made chairman of the "Committee of 100" and a vigorous fight was waged which resulted



in Oregon's pioneer city joining the dry column.

Mr. Dye was born on a farm near Fort Madison, Iowa, August 23, 1856. His father, an Iowa pioneer, descended from a Dane who settled with the Dutch in New Amsterdam about 1680. Mr. Dye's wife is Eva Emery Dye, the well known Oregon writer. They met and married at Oberlin College.

O. A. Neal

ATTORNEY A. O. NEAL is a man who does not get out and talk about things much—he simply goes out and does them. Attorney Neal graduated from the University of Oregon and his clients and friends include numberless men of big affairs in the life of Portland and Oregon. He has been practicing law since 1899. His office is located in the Chamber of Commerce Building.

Chester A. Sheppard

TEN years' experience in teaching school was a valuable training preliminary to taking up the practice of law, for Chester A. Sheppard, prominent attorney in the Pittock building.

When in 1909 Mr. Sheppard resigned as principal of the Creston school in Portland, he stepped right into a good law practice, and he has done so well since he has never found cause to regret his change in profession.

Born in Grand Rapids, North Dakota, June 28, 1879, Mr. Sheppard was educated at the Fremont, Michigan, high school, at Ferris Institute, Big Rapids, Michigan, and at the Michigan Normal College, Ypsilanti, Michigan. Before teaching in Chicago, he had taught some years in Michigan and Illinois.

Mr. Sheppard is a member of Phi Delta Phi law fraternity and of Phi Delta Pi, a literary college fraternity. He belongs to the Masonic order, and is also a member of the Portland Commercial Club and of the Portland Automobile Club. He takes a lively interest in civic affairs; he has been instrumental in bringing large Eastern capital into Oregon for investment in timber and other undeveloped resources.

Mr. Sheppard is married, and has one daughter. The family residence is in Irvington.



John Twohy

IN the array of Portland's legal lights, no name is brighter than most men who have confined themselves to one thing all their lives. In the Pacific Northwest he is widely known for the work that Twohy Brothers, railroad contractors, have done. Much of the larger construction that has signalized the progress of the upper Pacific Coast during the past few years has been done by this firm. At the time of writing the announcement has just been made that Twohy Brothers are to build the new line of the Southern Pacific from Grants Pass to Crescent City, California. This will be but one of the big things accomplished by the firm. Portland is their headquarters, and extension shops and offices are maintained in this city.

Judge Twohy, as he is commonly known, was a lawyer in Michigan, his native state, and became prosecuting attorney of his home county. He later moved to St. Paul and was there elected judge for two terms. In 1898 he turned westward again, and this time became associated with his brothers in the contracting business. This business is now being carried on by his sons.

Judge Twohy is also interested in the banking business, being director and vice president of the Northwestern National Bank and Portland Trust and Savings Bank, and is likewise affiliated with financial institutions in California and Spokane.

A. Lincoln Barbur

COMMISSIONER of Public Works, A. Milton Barbur, was born in Polk county, Oregon, on June 4, 1861. As a youth he worked in harvest fields, cutting wood during the winters. For twenty-five years he was an accountant, employed by Front street merchants. He was elected city auditor in 1907, serving ten years. In 1917 he was elected city commissioner.

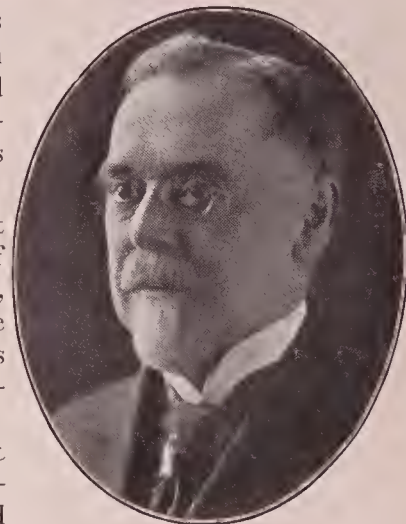
Frederick Van Voorhies Holman

PERHAPS no other man has had such an active part in the development of Portland and the Oregon country as Attorney Frederick Van Voorhies Holman.

Mr. Holman was born at Baker's Bay, at the mouth of the Columbia, on August 29, 1852. He was admitted to the bar January 8, 1879, and has practiced law in this city continuously since that date.

Mr. Holman went to public schools in Portland, graduating at Portland Academy and Female Seminary in 1868, and from the University of California in 1875, with the degree of Ph. B.

Mr. Holman was a member of the charter commission for framing the new charter for Portland in 1902-3 and 1908-9; he was a delegate at large to the national Democratic conventions of 1892, 1904 and 1912; Democratic national committeeman for Oregon, 1904-1908; regent of University of Oregon, 1903-1917; member of numberless civic, state, national, fraternal and social organizations, many of which have honored him with the most important offices. Mr. Holman is an orator and author, and father of the name "Rose City," and has done much to encourage rose culture. He is a director and counsellor for the Portland Railway, Light and Power Company.



Steers and Coman

THE development of Portland as a musical center can be attributed in a large measure to the splendid work of Miss Lois Steers, head of Steers and Coman.

It was while she was in New York studying music that Miss Steers conceived the idea of bringing the great musical stars to the Northwest. Upon her return here, Miss Steers immediately began the work which has resulted in the musical culture of Portland and other Northwest cities.

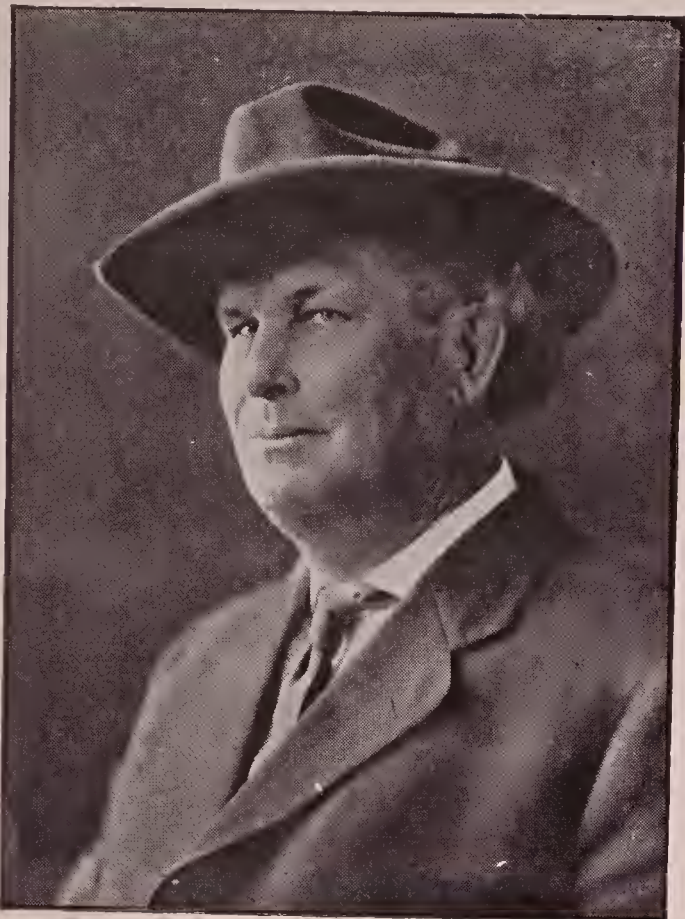


All the greatest artists of the world have been brought to Portland by Miss Steers. The grand opera companies formerly passing up the city entirely, have been booked locally by Miss Steers and large attendances have greeted each performance. These attractions were often brought here by Miss Steers at a great financial risk. Today, the concern has gained the confidence of the people so thoroughly that the name need only be mentioned in connection with a musical affair and it is a success.

The Steers and Coman agency has been established here for eighteen years. For some time, Miss Wynn Coman, the magazine writer, was associated with Miss Steers. Organization work throughout Oregon, Washington, Idaho, Montana, Utah and British Columbia was done personally by Miss Steers. The company is now represented in every important town in this territory. The company's offices are maintained at 601, 602 and 603 Columbia building.

William Hanley

WILLIAM HANLEY, of Harney county, is a man devoted to public service. If a public question comes up that demands action, William Hanley will drop his private business to attend to it.



Service is the one word that sums up his career.

Early in his life he became tired of school and sought the outdoors. Nature has been his schoolmaster.

His church never closes. In the daytime it is illuminated by the sun; at night by the moon and stars.

Early in life, too, Mr. Hanley discovered Central Oregon, and he saw land there that he determined to possess. Once Mr. Hanley determines to do anything it is on the road to accomplishment. He today owns the land he had picked as desirable when driving cattle as a boy in Central Oregon.

A big land-owner himself, he sees the evil of large land holdings, and he sells land to actual homeseekers on small payments down, low interest and long time.

Homes, more homes, more producers, more schools, more prosperity for the masses is Mr. Hanley's religion.

Political questions, like the tariff, do not bother him very much when big questions like the federal control of practically all of Oregon's vast resources are involved.

Mr. Hanley would like to see these vast resources—land, waterpower and timber—used for the benefit of the common people, not the corporations or the bureaucracies at Washington, D. C.

Mr. Hanley has been fighting for these ideals at home and abroad, attending conservation congresses, traveling on governors' specials, talking to the big men of the nation whenever he meets them.

Bright and cheery and optimistic, there are times when Mr. Hanley is sad, and that is when he is in the big cities of the nation and sees all of the "pale-faced people all herded up," working for small wages and raising families in misery and poverty, when there is health and wealth awaiting them if they were only located in the country.

So William Hanley puts his shoulder to the wheel, without hope of reward, and strives to carry out some of these ideas which his big brain has evolved and which his clean, healthful outdoor life has given him the energy to undertake.

Hamilton Johnstone

HAMILTON JOHNSTONE, one of Portland's best known lawyers, was born in Mobile, Alabama, April 4, 1874, and after an education in the public schools and colleges of his native state, was admitted to the bar at the age of 21, and immediately thereafter removed to Chicago, where he practiced law for several years.

In Chicago he was connected with the law firm of Lowden, Estabrook & Davis, and for a number of years was private secretary to Colonel Frank O. Lowden, since then member of Congress and Governor of Illinois; and thereafter was an attorney for the Harris Trust & Savings Bank and its predecessor, N. W. Harris & Co.

Removing to the state of Washington in 1907, he served a term as prosecuting attorney of Okanogan county, Washington, and came to Portland in 1911, where he has since resided. He is a member of the law firm of Johnstone, Gay & Hodges at 523-4-5-6 Gaseo building. He volunteered for service in both the Spanish-American and great European wars.

He is a director of the Roosevelt Republican Club, member of the Republican Club of Oregon, American Legion, Elks, Masons, Odd Fellows, Knights of Pythias, Moose, Woodmen of the World and other political, civic and fraternal organizations.

Dr. Earl Smith

DR. EARL SMITH succeeded in the practice of medicine because of a life-long ambition to become a physician. He was born in Portland on February 8, 1882.

Dr. Smith was educated in the public schools of this city, graduating from the medical department of the University of Oregon in 1908. From 1898 until 1904 he worked in the A. W. Allen drug store, starting in as errand boy. In 1902 he received the state license in pharmacy, and two years later entered medical college, working evenings, Sundays and during vacation to pay his way.

From 1908 to 1909, Dr. Smith was an intern at the Good Samaritan hospital, later becoming assistant surgeon of the O. W. R. & N., and had charge of the Grass Valley hospital during the construction of the Central Oregon railroad. Later he began the practice of medicine in Portland, being appointed to the office of county coroner in October, 1917, and elected to the office the following year.

Dr. Smith is a 32nd degree Mason, a Shriner, K. P., and Elk. He is a member of the city and county medical societies.

Dr. J. H. Davis

THE large dental practice built up by Dr. J. H. Davis is due to satisfied patients. Dr. Davis was admitted to practice in 1897, and has been practicing in Portland continuously since that time, excepting two years, while he was a captain in the army, serving two years in France. He graduated from the Portland University. Dr. Davis' offices are at 406-407 Stevens Building.

Oregon fruit is shipped around the world. Part in the fresh state—part in glass, tins and cartons.

Dr. Frank M. Taylor



DR. FRANK M. TAYLOR is a native son of Oregon and a descendant of Oregon pioneers. His mother Mary (Bateman) Taylor, was a pioneer of 1847, and his father, Solon Z. Taylor, came to Oregon in 1864. Dr. Taylor passed most of his boyhood on a farm. He received his public school education in the Halsey schools.

In 1896 he graduated in the classical course from the University of Oregon, and the next year entered the

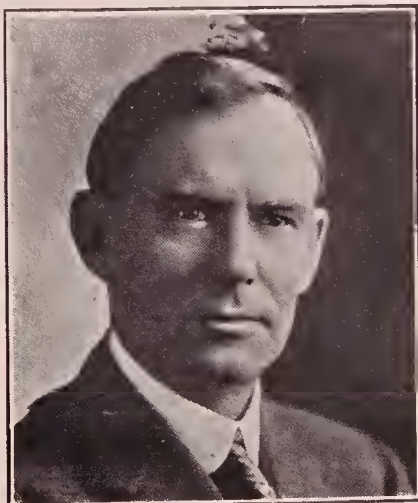
Medical Department of the University at Portland. He graduated in 1901.

He put in the following year at Good Samaritan Hospital as house physician, preliminary to beginning general practice as a physician and surgeon. He has been in active practice ever since.

In addition to his own practice, Dr. Taylor has been assistant surgeon for the O. R. & N. and its successor, the O.-W. R. & N. Company, since 1905. For the past 12 years he has been head examiner for the Metropolitan Life Association in Oregon. He is also medical referee for the Pacific Coast Casualty Company.

Dr. Taylor is a member of the Masonic order, of the State and County Medical Association, and of the Transportation Club. In 1906 he married Miss Nettie Taylor, of Portland, who is well known in musical circles as a soprano soloist. Their home is at 95 Fern Place, Laurelhurst. Dr. Taylor's offices are at 911-12 Corbett building.

Dr. B. E. Wright



DR. B. E. WRIGHT has been practicing dentistry in Portland for a quarter of a century. Just 25 years ago on St. Patrick's day Dr. Wright arrived in Portland, and opened an office in the Dekum building. It was his first experience in the profession, having graduated from the state University of Iowa only a few days before his departure from that state.

Dr. Wright was born in Effingham, Illinois, on January 18, 1871. His great

grandfather was William Wright, a revolutionary soldier, who lost his right arm in a hand-to-hand fight with the saber at the great battle of King's Mountain. The army had been attacked while preparing breakfast.

Morgan Wright, his grandfather, was located in Southern Illinois at the outbreak of the Civil war. He was known as a black abolitionist in those days. He was too old to join the colors himself, but sent seven sons to defend the Union. His father was one of those sons, and still lives with his wife at Neleigh, Nebraska.

Dr. Wright has one of the largest dental practices in the entire Northwest. His offices are located in the Raleigh building at Sixth and Washington streets.

Dr. George Parrish



PORTLAND is fortunate in having for city health officer Dr. George Parrish, whose record of accomplishment in such capacity is one of which he may well feel proud. Not only does he possess professional ability to a high degree, but he is a "live wire," as is evidenced by the state of efficiency to which he has raised the local health bureau.

Dr. Parrish was born in St. Louis, Mo., April 27, 1872. He graduated from the

Washington University of that city, and in 1894 from the Washington University Medical College. During 1904-5 he studied in Vienna and Berlin.

All forms of athletics possess a strong attraction for Dr. Parrish, but he has an especial liking for boxing. That he is "handy with the mitts" himself is proven by the fact that he has been returned winner in four amateur boxing tournaments.

Before coming to Portland in 1908, Dr. Parrish was connected with the St. Louis health bureau, the Missouri state asylum, and a number of city and county hospitals; a training which made it possible for him to do such excellent work in Portland, during the various influenza epidemics.

Dr. Parrish is married, and has two children. Having recently disposed of a beautiful home in Irvington, the family is now residing at the Mallory Hotel.

The city health officer was appointed by Mayor Baker, and is now serving his third year. He is a Republican—not passively, but one of the "go-get-'em" type.

Rufus Albertus Leiter

RUFUS ALBERTUS LEITER stands high among the lawyers of Oregon. He was born in Wapakoneta, Ohio, October 3, 1875, his parents being John Martin Leiter, a prominent lumberman of Portland, and Margaret (Katz) Leiter. Graduating from the high school of Portland in 1894, he entered Stanford University, and received the degree of bachelor of arts from that institution in 1899.

The same year he was admitted to practice in Oregon, and has been engaged in his profession in Portland since that time. In July, 1910, he formed a partnership with Franklin T. Griffith, now president of the Portland Railway, Light & Power Company. Two years later by the association of Harrison Allen, the firm became Griffith, Leiter & Allen, with offices at 808 Electric building.

In 1905, Mr. Leiter was married to Christobel R. Sobey. Their home is at 385 Aspen street. Mr. Leiter is a charter member of Company H, Oregon National Guard, serving four years and receiving his discharge with the rank of first corporal. He is a member of Miller chapter of Phi Delta Phi, and also belongs to Phi Beta Kappa. He is known in a social way in Portland as a member of the Arlington, president of the Waverly Golf, Portland Commercial, Multnomah Amateur Athletic and the University clubs.

Blaesing Granite Works

CIVIC beauty goes further toward creating commerce than any other industry on the Pacific Coast. Toward civic beauty few men have done as much as H. T. Blaesing.

Roses, for which Portland is famous, have a greater friend in Mr. Blaesing than the granite business. Yet when it comes to monuments, the products of the Blaesing plant stand up under the strongest competition.

Not only has Mr. Blaesing been active in the move to get others to plant roses, but he has planted roses himself. At his home Mr. Blaesing has more than 200 rose bushes, comprising forty varieties.

The Blaesing Granite Works is located at 267 Third street. Next year the company will celebrate the twenty-fifth anniversary of its existence.



Thomas Gough Ryan

IN the array of Portland's legal lights, no name is brighter than that of Thomas G. Ryan, attorney, 607 Title & Trust building.

Mr. Ryan was born in Minneapolis, Minn., August 14, 1886. He attended the De La Salle College, and after coming to Portland studied law at the University of Oregon Law School.

Notwithstanding the demands of a constantly increasing law practice, "Tom" Ryan gave much time to furthering all forms of patriotic endeavor and activities, and his services as speaker for various drives, both locally and throughout the state were much sought, and never refused.

In politics Mr. Ryan is a Republican; and he is a live one. He is a member of the Knights of Columbus, the A. O. H. Irish-American Fellowship Club, and the Delta Theta Phi.

Mountain View Sanitarium Company

THE Mountain View Sanitarium Company owns and operates the Mountain View Sanitarium, as well as the Waverly Sanitarium. The Mountain View Sanitarium specializes in nervous, alcoholic, and drug cases. Offices are maintained at 1017 Corbett building. Dr. W. T. Williamson is president of the company. Dr. J. F. Calbreath is vice-president, and Dr. W. Hugh Williamson is secretary and treasurer.

Alfred F. Smith's best hobby isn't a hobby-horse, anyway, because he'd rather walk than do anything, particularly when Alfred F., Jr., goes along.

A. C. Callan

WITH three acres filled solidly with steel rail, A. C. Callan has by far the largest supply on the entire Pacific Coast. The business was established only two years ago and has since grown by leaps and bounds.

In addition to wholesaling iron and steel rails, Mr. Callan is coast representative for the W. A. Zehicker Supply Company, St. Louis locomotive manufacturers. Logging, lumber and contracting companies can be supplied by Mr. Callan completely.



Ray Barkhurst

THE commercial career of Ray Barkhurst is an instance of how rapidly a business may be built to large proportions in the Pacific Northwest. He has been in the merchant tailoring business since he was twenty years old.

Mr. Barkhurst was born in Denver, April 17, 1883. He was educated in San Francisco. Seven years ago he married Miss Constance A. Shaw of Chicago. He is a member of the Elks, the Portland Press Club and the Portland Ad Club. His establishment is at Sixth and Stark streets. In politics Mr. Barkhurst is a Republican.

Seid G. Back, Jr.

SEID G. BACK, JR., son of the late pioneer Chinese merchant, was born and brought up in Portland. His record in business has been one of success.

Mr. Back was educated in the English and Chinese, first studying under a private tutor, and later attending the old Bishop Scott Military Academy. In 1907 he graduated from the University of Oregon, and in the same year was admitted to the bar, being the first Chinese to pass this examination in the United States.



For years he acted as Chinese interpreter, being chief interpreter of the United States Immigration Service from 1903 to 1908. Mr. Back is now manager of Wing Sing Long Kee and Company, of this city, and also manager of the Man Sang Long Company of Seattle. Both of these firms are in the salmon cannery contract business and general Chinese-American importing and exporting business. The Back estate, for which he is attorney, has large hop-growing interests, as well as land holdings.

Mr. Back is a progressive business man and is a member of various organizations. His friends are evenly divided between Chinese and Caucasians in Portland and other parts of the country. In 1909 Mr. Back made a trip to China where he traveled for eighteen months traveling and studying business conditions.

George R. Funk Co.

GEORGE R. FUNK is the son of Thos. W. and Rachael M. Funk, and was born on a farm in Knox county, Missouri, on November 1, 1863.

His first school days were spent in a log school house with split logs for benches.

He is a graduate of the state normal school located at Kirksville, Missouri; a graduate of the law department of the University of Oregon; and the author and compiler of a book of 200 tables for the computation of realty values.

He is a member of several civic organizations, and has been active in fraternal circles for twenty-five years.



NEW HOME OF ARCHER & WIGGINS COMPANY

Jones Bros. and Company

THE BUSINESS of Jones Brothers and Company has been developing continuously, until now the output of the company has reached about a million dollars a year.

Four plants are operated by the company. Aside the one in Portland, there are plants at Watsonville, California, Yakima, Washington, and Newberg, Oregon.

The products of the company include apple cider, apple juice, apple vinegar, loganberry juice, and strawberry juice.

The original plant of the company was established in 1896. The officers are: as follows: Chas. W. Jones, president and treasurer; Sam Jones, vice-president; G. C. Jones, secretary. The plants in all three states are operated by separate corporations, but the same stockholders own all companies.

Dr. Harry R. Cliff



DR. HARRY R. CLIFF has been practicing medicine for more than thirty-five years. For five years he held the office of county physician of Multnomah county, and for nine months he was in the United States service during the war.

Mr. Cliff graduated from Darlington University, England, coming to America immediately to enter the medical profession. He is a member of the Republican party, and is affiliated with

the Masonic lodge, Elks, Odd Fellows and Knights of Pythias.

Ballou & Wright

SALES of Ballou and Wright, auto accessory dealers last year amounted to over \$3,000,000. Ballou and Wright established the business here in 1896, the lines being confined chiefly to bicycles and accessories.

Today, Ballou and Wright are the foremost dealers in auto accessories, bicycles and motorcycles in the Northwest. In addition to their salesrooms and offices at Broadway and Oak in Portland, branches are maintained in Seattle and Spokane.

The company employs 110 men, and has an annual payroll of approximately \$200,000.

The company was the first to engage in the automobile accessory business in Portland. When the first automobile was received, the company began to carry supplies. Their line is now complete throughout.

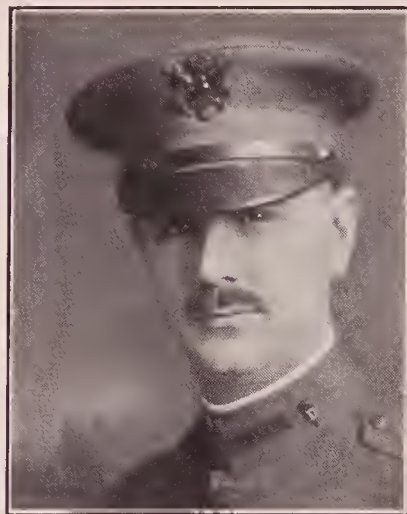
O. B. Ballou, one of the founders of the business is now president of the company. His partner, C. F. Wright, is vice-president and secretary. Other officers are: W. J. Finke, treasurer; G. Gary Lemley, manager Seattle branch; D. D. Hull, manager Spokane branch.

Joseph Woerndle

JOSEPH WOERN-DLE, prominent local attorney, is president of the Transatlantic Estates and Credit Co., whose offices are located at 220-222 Chamber of Commerce building.



Dr. G. M. Hoffman, D. M. D.



DR. G. M. HOFFMAN was born in Sandspring, Alabama, and came to Seattle, Wash., in 1902, where he graduated from Broadway high school. In 1911 he took up dentistry at the North Pacific College, of Portland, where he graduated in 1914. On November 25, 1914, Dr. Hoffman married Miss Alma Enke, daughter of Herman Enke. He has two sons, Marsh and George, ages four and two years.

Dr. Hoffman is a member of the Masonic lodge, Knights of Pythias, Dramatic Order Knights of Khorassan, Rotary Club and Woodman of the World.

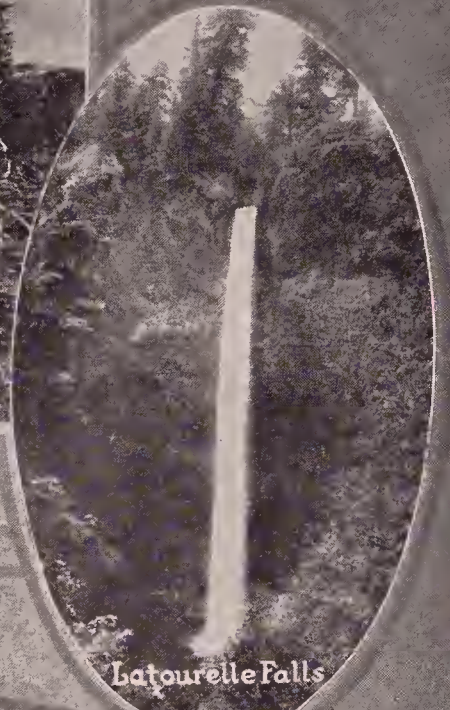
He served in the world war as first lieutenant in the dental corps, where he put in one year's service, also perfecting a positive cure for pyorrhea, known as the Autogenous Vaccine Method. He is a loyal member of the American Legion.



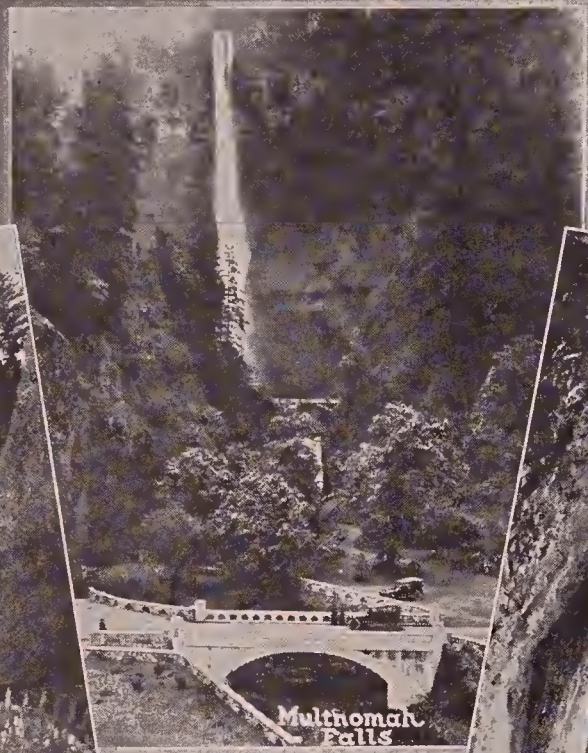
Horse Tail Falls



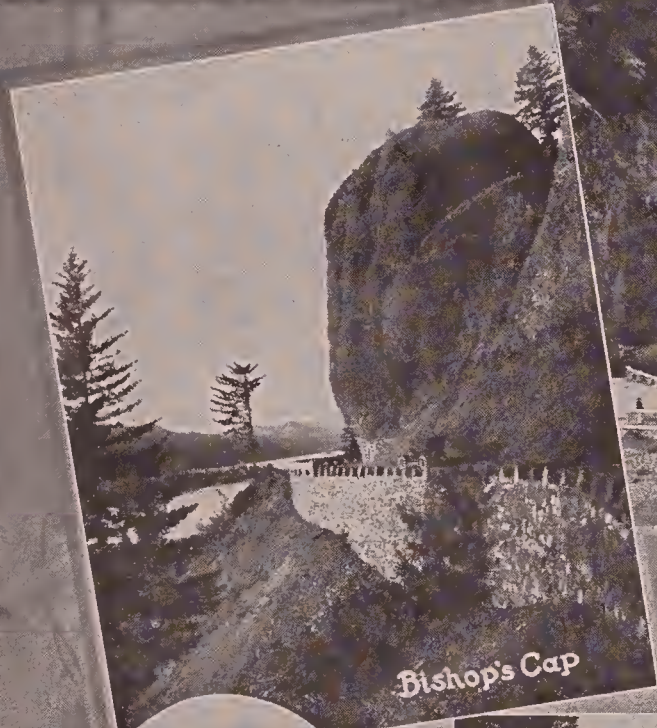
Vista House
Crown Point



Latourelle Falls



Multnomah Falls



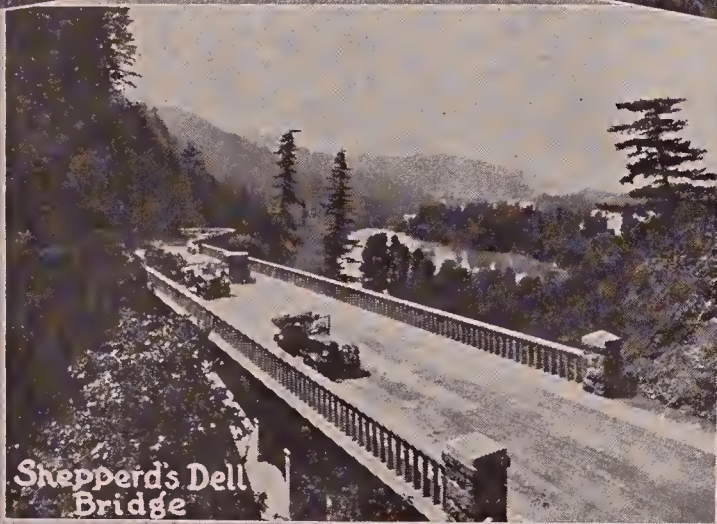
Bishop's Cap



Mitchell Point Tunnel



St. Peter's Dome



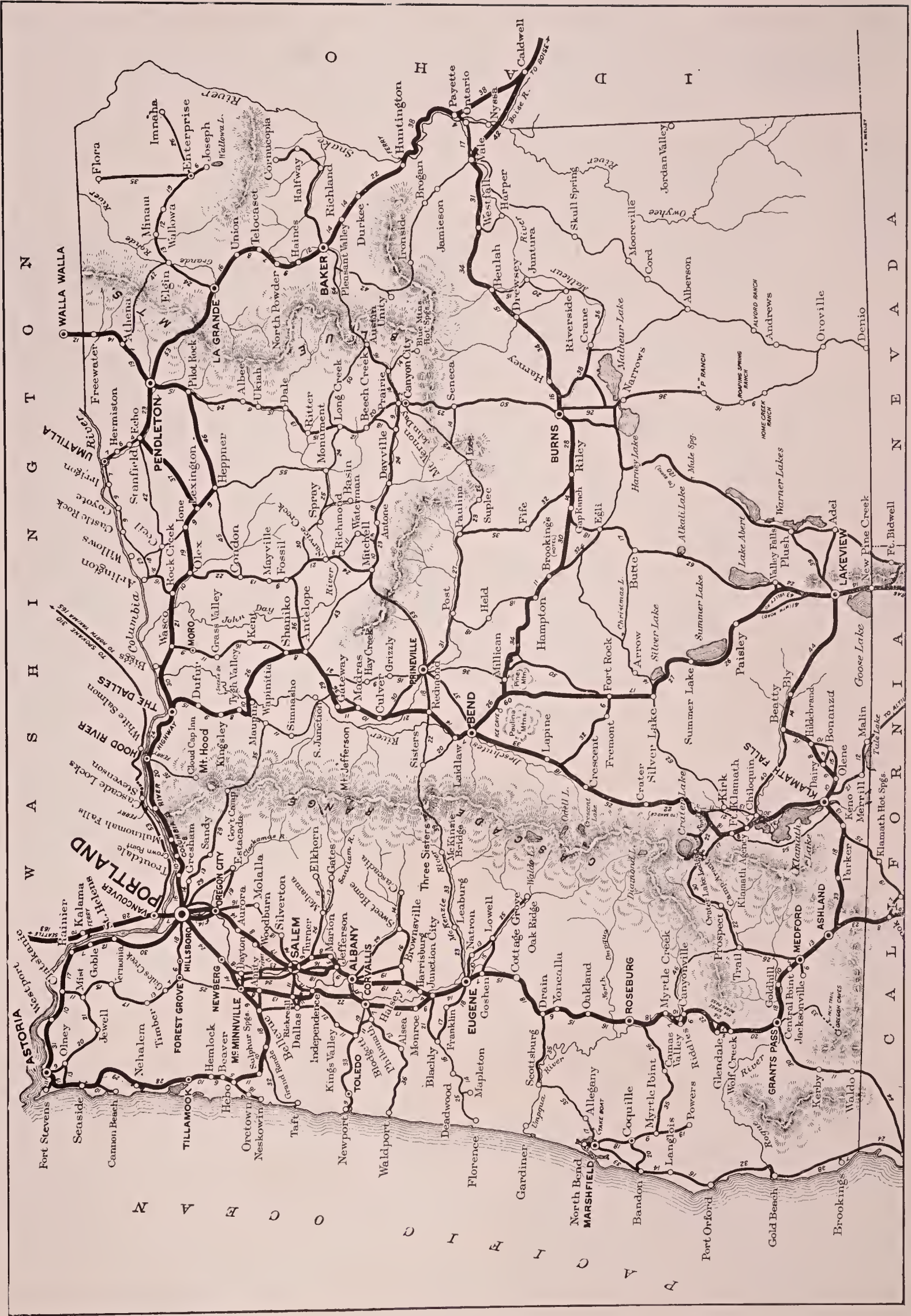
Shepperd's Dell Bridge



Eagle Creek Bridge

Columbia River Highway

Portland, Oregon



OFFICIAL AUTOMOBILE ROAD MAP OF THE STATE OF OREGON, COMPILED BY OREGON STATE HIGHWAY COMMISSION

MOTORING IN OREGON

By HIRSCH H. BROMBERG
Automobile Editor, Oregon Journal



REGON—the land of motoring opportunities. Matchless in splendor, unparelled in its highways of bewitching beauty, the broad land south of the Columbia river compels the admiration of all human things and issues its call to the lover of the outdoors to come and worship at the shrine of its ever changing grandeur.

Cleft into two broad plains by a range of mountains noted for varied contradictions of quiet defile and craggy massiveness, the land can indeed be called a place of motoring opportunities. From the cool waters of the Pacific on the west coast to the broad stretches of wheat lands to the east, the motorist is continually confronted with a newness scarcely thought possible in one portion of this great country.

Along the coast, where sandy stretches of beach call a halt for a quiet hour broken only by the restless sweep of the water; or where jutting rocks toss high the spray from the combatting waves; or where the deeper voice of the ocean may be heard in subterranean caverns carved by the tireless sculpturing hand of the sea; Cannon Beach, Newport, Bandon, Port Orford—names known in story and woven with the romance of years; the lower sweeps of the Columbia river, rivaling the ocean itself in its wealth of anecdote and historical narrative.

Then there are the western plains, broad acres where produce is gathered to be shipped to all parts of the country and of the world—all a wealth of beauty, dotted with cattle, teeming with wealth in green and growing things; the valleys of the Willamette, the Yamhill, the Tualatin, with their long, white road-ribbons, mile after mile of smooth passageways cutting the country on all sides. Here are opportunities for the motorist, here is the varied wealth of scenery so sought after.

Along the Columbia itself stretches the matchless Highway, one of the world's triumphs of engineering, sweeping in majestic curves at the will of the river, and bordered on one side by its sweeping tide and on the other by broad fields or carved mountains of rock. Plumes of water, flowing from the caps of the mountains themselves, dash their clouds of spray at the feet of the by-stander and wet the passing motor cars with rainbow bits; the Vista House, where the eye may be cast through the gorge or may see the lower delta sweeps as the river bends toward the sea, marks the peak of man's appreciation for the works of infinite power.

The apple orchards of Hood River, white in the spring with a shower of petals and blossoms, and red and green in the late summer with branches laden with fruit; and the sweeps of the grazing country on toward the east, are never the same, ever-changing, ever presenting themselves in a new mood or a new garb. To the south through the valley of the Deschutes river, or in the foothills of the Blue mountains, the little brother of the Cascades, the plea of the good road is ever being heard, and while other lands in other states lie lethargic under seas of mud or dust, the motorist is finding Oregon responding to the needs of the day, and opening up its vastness to the explorer in the motor car.

Crater Lake is the setting, the precious stone, in the casket of the state's great wealth of beauty. Here, too, the good road is reaching, and the wanderer with the motor car is discovering daily new bits of quietness or unlooked-for riots of color.

Dreamy or full of life, sweet with the smell of the woods

and of the green plains, the state is yearly being accorded more and more of that appreciation the fickleness of human nature so seldom gives permanently. The roads are ever in the minds of the people of Oregon, who work with their hands and with their brains to perfect a great system for their own and for the use of their guests; and give of their wealth that their state may indeed be a land of motoring opportunities.



C. L. Boss Automobile Company

C. L. Boss, *President*
 615 Washington Street

Hudson, Essex, Chalmers and Maxwell Automobiles and Maxwell Trucks. Agency for Oregon and Southwest Washington.

THE C. L. BOSS COMPANY is probably the largest retailers of automobiles in the city and its sales organization is second to none. In addition it does one of the largest wholesale businesses of any firm in the city. The members of the firm are aggressive and wide awake and this spirit is reflected in the large volume of business which it has done. The firm has recently completed a shop and service building 200 feet by 60 feet extending through the block from Nineteenth and Trinity Place. The salesrooms are located on Washington street with direct connection with the service and shop building.

The supply of standing timber in Oregon is such that in a short time we will head the list of lumber producing states.

Scenic and Natural Resources Being Developed by Extensive System of Roads

By SYDNEY B. VINCENT

OREGON last year launched the greatest road-building campaign in the history of the state: in fact, all previous road construction work falls almost into insignificance in comparison with the efforts put forth in 1919. The State Highway Commission, which consists of Simon Beuson, chairman; Robert A. Booth, Newton J. Burgess and Herbert Nunn, state highway engineer, all men of broad vision and executive ability, had let contracts totaling \$21,500,000.

The contracts let in 1919 provide 381 miles of hard surface, 303 miles of good macadam, and 914 miles of grading, preparatory to surfacing with a great mileage of cement or some form of the asphaltic covers, or with first-class macadam.

What such road construction will mean to the development of Oregon in the future would be difficult to estimate in dollars and cents, but that it will result in the bringing into production hundreds of thousands of acres of agricultural land and the development of many industrial enterprises to care for the products of the state, there can be no doubt, to say nothing of the vast tourist business which will result from such a splendid system of good roads in this wonderful scenic state.

When it is considered that Oregon has an area of almost 87,000 square miles and a population of less than one million, road development in the state during the past few years has been remarkable; in fact, it is doubtful if any state in the union has spent and contracted to spend on good roads so much per capita as Oregon. The people are aroused, not only to the pressing necessity of keeping abreast of the situation, but to capitalize to full measure the possibilities of such a road system. The work has only begun.

Oregon's enthusiasm in road building may be attributed to the example of a single county, Multnomah, in which Portland, the metropolis of the state is situated. The completion of the first section of the now world famous Columbia River Highway, undoubtedly was the incentive for the great road programme which has been adopted by the people of Oregon. The first complete section of this marvelous scenic road, leading from Portland to Eagle Creek, in eastern Multnomah County, some forty-five miles, called attention to the value and commercial possibilities of capitalizing the wonderful scenery of the state, and then the other angle, the development of the resources of the state, presented itself. Shortly there was a state-wide demand for good roads. The foundation had been laid, and today Oregon is building one of the greatest road systems.

In my belief the true story of the origin of the Columbia River Highway has never fully been told. My attention first was called to the possibilities in 1904, or 1905, by Charles Coopey, then a manufacturing tailor of Portland. Mr. Coopey made little headway for a number of years, but finally got the attention of a few men with visions, who forthwith became enthusiasts. The road, however, was not started without a long campaign of education. The average person looked upon it as a dream, but finally the project assumed tangible form, the money for its construction was provided by the people of Portland and Multnomah County, and the road, the first "leg" of it, was completed to Eagle Creek, a wonderful spot in the forest reserve, used as a public camping ground.

The Columbia River Highway, in its full extent, will run from Pendleton in Eastern Oregon to Astoria at the mouth of the Columbia River, the second largest commercial river in

the United States. The road will be, when completed, 360 miles in length and by this summer is expected to be more than half paved. All that wonderful stretch of scenic grandeur from Astoria to beyond The Dalles, will be completely paved for this summer's travel.

The Columbia River Highway will connect at Pendleton with the Old Oregon Trail, which continues southeast for a distance of 190 miles, crossing the Oregon-Idaho line at Huntington, making a continuous east and west highway in Oregon 550 miles in length.

With the wonderful road work in progress in California and in Oregon and Washington, surely these three wonderful states are coming into their own. By next summer the Pacific Highway from Portland to the California line will practically be completely paved, giving, if Washington completes her Pacific Highway in time, and California, the northern portion of her section of that wonderful roadway, a completely paved Pacific Highway from Vancouver, B. C., to San Diego, two thousand miles of paved highway through a country teeming with scenic beauties.

Where in the world will one find a better road through such magnificent country?

Oregon and Washington have realized more slowly on their scenic assets than has California. This was but natural. California, especially Southern California, has been the Mecca of eastern tourists for a score of years. That part of our sister state of the south has builded a wonderful business. Her tourist crop has been her chief asset. Farther north the Kings River Canyon, the Yosemite and Tehoe have had a portion, but not a fair portion of the tourist business. Still farther northward Oregon, with equally as good, and in some respects, more wonderful scenery, has had comparatively little of the tourist business, and Washington has had less. But a great change is taking place. Western Oregon is becoming better and better known for rugged beauty, for splendid fishing and hunting and for her wonderful climate.

"How," you may ask, "has this been brought about." There is but one answer—the Columbia River Highway, the most wonderful roadway in all America, if not in the world; the most perfect example of road engineering skill extant.

But a mere road is not all. Such a surface easily can be made almost anywhere in the United States. Its fame is being spread by all who have been fortunate enough to traverse its pavement, and who have viewed its rugged frame from many points of vantage, or gazed up and down the mighty Columbia and over into the mountains of the state of Washington for a distance of sixty or eighty miles, and sometimes for greater distances. No one who has seen it will ever forget. Time can not erase from memory its magnificent and rugged beauty. It will remain with one forever, as a beautiful dream.

I wish I could "begin at the beginning" and tell the early history of travel along the banks of the Columbia, of the early means of communication between the wonderful Willamette Valley and the great "Inland Empire" east of the Cascades; of the hardships endured by those splendid men and women, who, heeding the stories of Lewis and Clark, wended their way from the eastern country, and pioneered for the generation of today. It is a tale filled with romance, with suffering and hardship, but nevertheless replete with incidents showing the fortitude and faith of the early pioneers, justified, as time has proved, and as is evidenced in the magnificent development of the present day. Space will not permit the telling of the

full story, so I will leap over time, as it were, to the beginning of work on the wonderful highway, no longer a dream of the dim future, but a reality of the present, a thing tangible, an object attained.

Actual work on the Columbia River Highway was begun in August of 1913, when the county commissioners of Multnomah county (Portland) engaged Samuel C. Lancaster, a noted engineer, to make surveys for a road to run from Portland to the eastern line of Multnomah county. Mr. Lancaster, anticipating the Panama-Pacific Exposition, sought to have the fifty-mile stretch of road completed before the great movement to San Francisco, a fair portion of which Portland expected to get, either coming from or going to the exposition. Mr. Lancaster and the county commissioners decided that the best modern practice should be followed in building a road suited to the times, the traffic and the place, such a road to have a minimum width of twenty-four feet, with extra width on all curves, no radius less than one hundred feet, and a maximum grade of five per cent.

The work in Multnomah county was accomplished at a cost of \$1,500,000 and Mr. Lancaster had the satisfaction of witnessing the official opening on July 6, 1915.

The Pacific Highway, extending from Portland to the northern California line, where it connects with the Pacific Highway of California aptly has been named the "Road of Three Nations," for the reason that it connects British Columbia with the three Pacific Coast states and extends into Mexico, giving tourists one of the longest continuous, and one of the most beautiful, highways in the world. As the longest international highway, when fully completed, it will afford a run of over two thousand miles on hard-surfaced roads, through scenery rarely to be had, especially that portion of the road which passes through Northern California.

The completed Pacific Highway will be the principal north and south unit of a splendid system of roads now being constructed on the Pacific Coast and will be the key route to a related system of highways which will bind the far west in a manner undreamed of a few years ago, opening up to the tourist a treasure house of scenic attractions not to be found elsewhere in this country.

There is now being organized in Oregon another north and south highway, a skyline roadway on the east side of the Cascades, following as nearly as possible the high points in that beautiful range of mountains, and extending, as is proposed, from the Mt. Hood Loop to be constructed around Mt. Hood, extending south and connecting a series of beautiful mountain spots, lakes and streams, tapping the wonderful Crater Lake region, and thence on to connect with one of the arms of the Pacific Highway. The Cascade highway plan will not be consummated for several years, but it is another indication of Oregon's determination to have within its borders one of the finest highway systems in the United States.

But to return to Oregon's Pacific Highway. This road will be approximately 360 miles in length. The plans of the State Highway Commission contemplate the practical completion of hard-surfacing the roadway by the late summer of next year, and those portions not hard-surfaced will be put in fine condition for driving, preliminary to paving. It is expected that of the sections unpaved for this season's travel, there will not be over twenty miles of road not drivable at high speed.

The Pacific Highway passes through regions of diversified scenery, meandering through highly cultivated farm and orchard sections, frequently varied by long stretches of rugged scenery, it offers features of remarkable interest to the tourist. Following the delightful Willamette on the north, with its great farming regions and heavily timbered sections, the High-

way strikes the beautiful Umpqua Valley with an ever-changing panorama of charming valleys, timbered mountains and turbulent streams, only to burst, farther to the south, into the attractive Rogue River section, where here is repeated, only perhaps in larger and more heroic degree, the beauties of the Umpqua.

The Rogue River Valley without doubt is one of the most beautiful of Pacific Coast sections, leading as the Highway does, through a region of diversified farms and great areas of highly cultivated orchards and vineyards, nestled among the encircling foothills with distant snow-capped peaks to enliven the panorama.

From Grants Pass the tourist has access to the bewitching "Marble Halls of Oregon," said by many to excel in grandeur the famous caves of Kentucky. The side trip from Grants Pass takes one through a charming region forty-five miles southwesterly to the caves, which are in one of the national monument reserves. All but twelve miles of this journey can be made by automobile, thence on foot or on horseback into the heart of rugged mountains. In this connection it may be stated that arrangements are being made to build this year a good auto road to the Caves, thus obviating the incoveniences of the twelve-mile jaunt over the trail. However, it is not certain that the road can be completed for this season's travel.

The mysteries of the "Marble Halls" are said never to have been fully explored, but suffice to say that for grandeur the hundreds of rooms and apartments which make up the great halls have few equals in the world. The great marble pillars, the beautifully tinted walls and ceilings, painted by the greatest of artists, Nature, and the flowing of subterranean streams, go to make this spot a magnet of rare attraction.

From Medford is found the most easily traveled road to the famed Crater Lake, the most beautiful mountain lake in the world. This enchanting objective of the tourist is, as its name implies, a circular lake deep in the crater of an extinct volcano. The lake is six miles in diameter and is surrounded by a rim-wall two thousand feet above its iridescent waters. "Crater Lake blue" is not a misnomer. The waters of the lake appear as blue as indigo, changing constantly into varied opalescent shades which hold the viewer spellbound. Crater Lake is the choicest of Oregon's wonderful collection of scenic gems, and though its fame is of comparative recent birth, tourists and scientists from all over the world dare coming in greater numbers each year to view its marvels.

The Pacific Highway in Oregon is becoming more and more popular. The splendid camping grounds and parks at Ashland, the wonderful orchards of the Rogue and Umpqua Valleys, the numerous fishing streams, the great areas of splendid timber, the beauties of the Willamette Valley, all serve to make wonderful this great north and south highway through Oregon.

At intervals throughout the trip the sightseer gazes upon numerous snow-capped mountains, including Mt. Shasta, Mt. McLoughlin, Three-Fingered Jack, Mt. Jefferson and finally beautiful Mt. Hood.

The Pacific Highway and the Columbia River Highway last year attracted to Oregon thousands of tourists who had never before been in this state, and the indications are that the summer of 1920 will see traffic over these great roads trebled or quadrupled over the traffic of the 1919 season.

Arrangements are being made adequately to mark all Oregon roads. By summer of this year the Pacific Highway, and all by-roads, will be plainly designated, and every precaution will be taken to make travel easy and pleasant.



COVEY MOTOR CAR COMPANY

HOWARD COVEY, *President*

Twenty-first and Washington Streets

Cadillac Eight and Dodge Automobile, and Dodge Commercial Truck Agency for Portland and Vicinity

MR. COVEY has one of the most complete automobile plants in the Northwest and under one roof has not only his selling organization, but a garage, shop, paint shop and trim shop.

His reputation for service and fair dealing among his customers and his competitors alike is second to none in the entire Northwest. One of the first men to get into the automobile business, he has successfully weathered all of the storms which have beset the business of marketing automobiles during the years since it first started.

NORTHWEST AUTO COMPANY

FRED W. VOGLER, *President*

Alder and Chapman Streets

Marmon 34, Cole 8, Dort and Reo Automobile, and Bethlehem and Reo Truck Agency for Oregon, Washington and part of Idaho

THE NORTHWEST AUTO COMPANY, one of the pioneer companies in the city of Portland, is the largest distributors of motor cars and trucks on the Pacific Coast and occupies three floors of a large brick structure remodeled for its needs two years ago. The president and founder, Mr. Vogler, started in the transportation business in the early days in the Panhandle of Idaho and when the auto first became practical, he came to Portland and started to sell them. He is known from coast to coast among the automobile fraternity. W. C. McCallum is managing the firm.



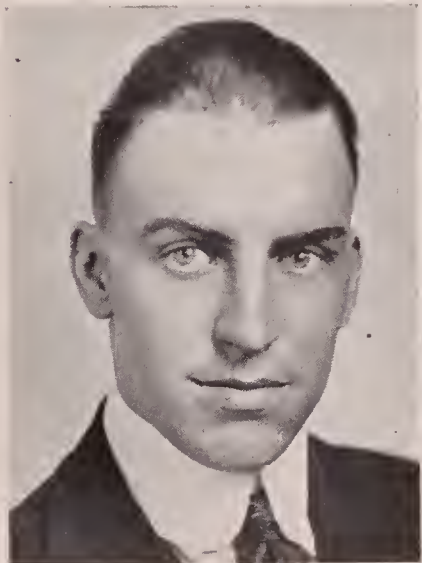
TAYLOR MOTOR CAR COMPANY

H. C. TAYLOR, *Manager*

Twelfth and Flanders Streets

Day-Elder Truck Agency for Oregon and Southwest Washington

THE DAY-ELDER truck selling for a medium price has made great strides in the state of Oregon under the distribution plan of the company which pioneered the line in the state. The company operates a complete service station and repair shop in connection with its sales agency and has had trouble in getting sufficient trucks to fill its orders. Mr. Taylor, the head of the company, is an aggressive young man with experience which is coming in handy in putting over his line of trucks.



FIELDS MOTOR CAR COMPANY

LEROY FIELDS, *Manager*

Fourteenth and Alder Streets

Chevrolet Automobile and Chevrolet Truck Agency for Portland and Vicinity, as Well as Territory out of The Dalles

THE FIRM started under the name of Regner & Fields with headquarters at 12 Grand avenue on the East Side. The business grew until the location was too small to accommodate the growing trade. A. W. Regner was bought out by Arthur L. and LeRoy Fields, who then moved to the West Side in 1919, to a new two-story building erected especially for them. It is considered one of the most attractive and most convenient in the Northwest.





ARCHER & WIGGINS

E. R. WIGGINS, *Manager*
Sixth and Oak Streets

Automobile Accessories and Diamond Tire Agency for Oregon and Washington

THE ACTIVE management of the business is in the hands of E. R. Wiggins, and he has gathered around him a corps of efficient helpers and another corps of efficient salesmen who are thoroughly sold on the products which the firm sells and are daily expanding the firm's sphere.

The company has now under course of construction a modern building at the corner of Park and Couch streets which when occupied will permit the firm to get into the strictly wholesale distribution of Diamond tires and auto accessories.

OLDSMOBILE COMPANY OF OREGON

EDWARD E. COHEN, *Vice-president and Manager*
Broadway and Couch Streets

Oldsmobile Six, Oldsmobile Eight Automobile, and Oldsmobile Economy Truck Agency for Oregon and Southwest Washington

E. E. COHEN was one of the first men to venture on the sea of auto sales; in fact, he was one of the first men to race one of the old one-cylinder affairs in the early days. He has stuck to it through thick and thin alone, until a few years ago, his brother Arnold came with him to help trim the sails of the good ship Oldsmobile. The only trouble the young men have had is to obtain sufficient cars to supply the demand.



LEWIS E. OBYE MOTORS COMPANY

LEWIS E. OBYE, *Manager*
Broadway at Couch Streets

Standard Eight, Patterson Six and Lorraine Four Automobile Agency for Oregon and Southwest Washington

MR. OBYE, formerly a salesman in the employ of a local company, demonstrated his ability to such an extent that he decided that he should get into the business himself. He started by establishing a used car business on the east side of the river, where through a campaign of advertising and salesmanship he soon established a reputation for selling all of the used cars on which he could lay his hands. In 1918 he took on the distribution of the Patterson and has added his other lines as the production of the several factories would permit them to open up the Western territory served by Portland.



A. M. BEAVER MOTOR CAR COMPANY

A. M. BEAVER, *President*
Twelfth and Alder Streets

Columbia Six and Maibohn Six Automobile Agency for Oregon and Southwest Washington

MR. BEAVER was formerly manager for another automobile agency in Portland where he demonstrated his ability to handle men and to market automobiles. In 1918 he took the agency at The Dalles for the concern for which he worked and later decided to branch out for himself. He went East and chose the two lines he now sells and is selling more cars than he can obtain from his factories. He has recently leased half of the new building at Twelfth and Alder streets which he is devoting to a salesroom and service station for his lines.





E. D. VANDERSAL

E. D. VANDERSAL, *Owner*
North Eighth and Burnside Streets

Locomobile Automobile, Riker and Four Wheel Drive Truck Agency for Oregon and Southwest Washington, and Manufacturer of Karavan Truck

MR. VANDERSAL until several months ago handled the Garford truck for the state of Oregon and Southwest Washington, but decided that he would relinquish the selling right to this truck for the manufacture of the Karavan, which he designed and is manufacturing here in Portland at the present time. The truck is at present built at the Heisse-Martin Iron Works here, but a new factory is to be constructed.

TWIN STATES MOTOR CAR COMPANY

E. R. MURPHY, *President*
Sixteenth and Alder Streets

Chandler and Cleveland Six Automobile Agency for Oregon and Southwest Washington

A. H. KNAUS formed the present company two years ago to handle the Chandler and when the Cleveland was put on the market also took this car on. Mr. Knaus sold out to Mr. Murphy several months ago and the latter is now the sole owner of the business with William Byrne as salesmanager. Their factory allotment has been increased several times due to the demand for the cars which they sell. The company has leased the northwest corner of Nineteenth and Washington streets which is now being remodeled to suit their needs. When completed it will be one of the most convenient of any of the establishments along upper auto row.



D. C. WARREN MOTOR CAR COMPANY

W. R. DELAY, *President*
58 North Twenty-third Street

Velie Six, Peerless Eight, Allen Four Automobile and Velie Truck Agency for Oregon, Eastern Washington and Northern Idaho

ORIGINALLY started by D. C. Warren, the D. C. Warren Motor Car Company has made great strides in the past few years and now has a branch at Spokane for the handling of the Eastern Washington business and that coming from Northern Idaho. W. R. DeLay bought the interest of D. C. Warren after the latter went to the service of Uncle Sam in the aviation department. W. R. Stine is still a partner of Mr. DeLay in the business, having charge of the Spokane branch.



ATTERBURY TRUCK SALES COMPANY

F. H. NASH, *President*
343 Oak Street

Comet Six Automobile and Atterbury and Stewart Truck Agency for Oregon and Southwest Washington

MR. NASH was a truck salesman and like other successful salesmen decided that if he could make money for someone else he surely could make a success of his own business. The number of Atterbury and Stewart trucks sold the last two years shows that he was correct in his surmise.





AUTO SALES COMPANY

PAUL STAIGER, *Manager*

Ninth and Couch Streets

Auburn Automobile and Ace Truck Agency for Oregon and Southwest Washington

PAUL STAIGER originally started in the business as an auto painter, which business he still conducts in the upper story of the garage where is located his selling agency for the Auburn, and the Ace truck. Mr. Staiger attends only to the wholesaling of the cars, the retail department being under the supervision of Louis Von Klein, one of the oldest men in point of service along the row.

GARY COAST AGENCY

H. M. CRAMBLITT, *Manager*

71 Broadway

Gary Truck Agency for Oregon and Southwest Washington

MR CRAMBLITT has worked up a business with the Gary truck which is second to none in volume with the Gary factory. One of the recent accomplishments of the truck was the winning of an order for six trucks purchased by the city of Portland for use in the fire department, and on which have been mounted fire apparatus. The Gary truck won the order through its performance. So impressed was Peter McIntosh, city purchasing agent, with the truck that he has purchased an interest in the firm.



WESTERN MOTOR SALES COMPANY

J. C. OSLER, *President*

30 Grand Avenue

"Bell Four" Agency for Oregon and Southwestern Washington

MR. OSLER started with Charles Palul in the used car business two years ago and last Fall took over the agency for the "Bell Four" and since that time has made a record number of sales. The company has erected a new building for a salesroom, shop and service station which is one of the finest on the East Side of the river.



GARFORD OREGON MOTOR SALES COMPANY

J. A. HALEY, *Sales Manager*

Eighth and Davis Streets, North

Garford Truck Agency for Oregon and Southwest Washington

MR. CORNFOOT was in the shipbuilding business with T. M. Geoghegan as his manager. J. A. Haley was also in his employ. During the war the concern made a record with the government in supplying the orders given them. With the cessation of hostilities Mr. Cornfoot organized the present company and took in E. N. Wheeler, a well-trained financial and business man, as secretary-treasurer. The company has already established a splendid reputation among the trade and truck buyers. Mr. Geoghegan is vice-president and general manager, and Mr. Haley is sales manager.





A. C. STEVENS

A. C. STEVENS, *Manager*
527 Washington Street

Winton Six and Haynes Six Automobile Agency for Oregon and Southwest Washington

A. C. STEVENS formerly was the local manager for the Winton Motor Car Company with a location on upper Twenty-third street, but finally took advantage of the opportunity to take on the Winton line for the state on his own hook. Later he was given the franchise to sell Haynes cars. Mr. Stevens has established a reputation for square dealing which is being reflected in the large number of cars he has sold.

DENBY MOTOR TRUCK CO. OF NORTHWEST

R. J. MONROE, *Manager*
Tenth and Davis Streets

Denby Truck Agency for Oregon and Southwest Washington

MR. MONROE was formerly Western representative for the Denby Company and became so "sold" on the product which he was selling in a wholesale way that he decided to apply to the company for the management of the local branch which the company established to enable it to give Denby users factory service on parts and attention.

That the business has prospered under Mr. Monroe's management is evidenced by the large number of trucks which he has sold and the further fact that he has just moved into a new building erected especially for the business.



J. H. GRAHAM MOTOR CAR COMPANY

J. H. GRAHAM, *President and Manager*
Tenth Street Near Stark

Case Six, Davis Six, Moore Thirty Automobile Agency for Oregon and Southwest Washington

THE COMPANY has recently moved into its new building erected with an eye to convenience, both as to location and for his customers' service. Mr. Graham sold (nearly all at retail) 100 Case cars in the first year of his business in the automobile line and has established a reputation for giving service and making friends among those with whom he comes in contact in a business way.

Mr. Graham has associated with him his two sons, Ward and Harold. A third son has gone into business for himself with headquarters for the Crow Elkhart car in the same building.



HOWARD AUTOMOBILE COMPANY

GEO. W. DEAN, *Portland Manager*
14th and Davis Streets

Buick 6 automobile agency for Oregon and Southwest Washington

MR. DEAN'S principle trouble the past few years has been to obtain enough cars to supply the orders which he continually has on the books. Through Mr. Dean's management the Buick car's reputation for performance and the service behind it has been held on a par with the best Buick agencies in the entire country.





BALLOU & WRIGHT

C. F. WRIGHT, *Manager*

Broadway and Oak Streets

Automobile Accessories Sold Throughout Oregon and Washington

BALLOU & WRIGHT is one of the largest distributors of automobile accessories in the West. The concern has a branch at Seattle, Washington. Its traveling men thoroughly cover the entire territory. The concern has the distribution for the Racine tire and is agent for the Bosch magneto. They also carry a full line of bicycles and sundries. As soon as their new building on Tenth and Flanders is completed the firm will do a strictly wholesale business. At present it does a retail business as well, but this will be discontinued.

M'CRACKEN MOTOR CAR COMPANY

P. McCRACKEN, *Manager*

Fourteenth and Burnside Street

Premier and American Beauty Six Automobile and Commerce, Vim and Mooreland Truck Agency for Oregon and Southwest Washington

THE COMPANY'S business has increased so rapidly that it has been found necessary to erect another building more modern in its equipment and this is expected to be ready in a few weeks. It is located at Fourteenth and Morrison streets, where the company will have one of the most modern establishments in the city. The company has been in business for years and has established a reputation for square dealing. Recently it has taken on the Premier and is selling these cars as fast as they can get them from the factory. As with its other lines, the only thing which is hindering them is the lack of shipments from the various factories which they represent.



Sayers Pacific Motor Car Company

C. C. DAEHLER, *Sales Manager*

Sayers Six and Jackson Six Automobile, Sayers Automobile Funeral Car and Jackson Four-Wheel Drive Truck Agency for Oregon and Southwestern Washington

THE new two-story home of the Sayers Pacific Motor Car Company is indicative of prosperity. The greatest problem confronted by the company, according to Mr. Daehler, is getting more cars and trucks. A modern garage is operated in connection with the business, and a beautiful sales room is maintained, fronting on Washington street.



Thomas A. Sweeney

THOMAS A. SWEENEY, Republican candidate for Congress, has numberless friends among ex-service men all over the Northwest. Mr. Sweeney is in the general contracting business. He gave up his work to enter the service, being among the first to volunteer. He spent two years overseas, being a captain in the engineers' corps. Previously he had served as a lance corporal, going to Mexico at the time of the skirmish there.

Deer Island Logging Company

THE Deer Island Logging Company is a substantial factor in the great lumber industry of Oregon. The company's offices are in the Yeon building. Edward Murphy is general manager. Other officers are C. S. Shank and C. C. Clapperton.

Goodyear Rubber Company

THE Goodyear Rubber Company is one of America's oldest concerns, having been in business continuously since 1853. The local branch was opened in August, 1893. The Goodyear Rubber Company handles Revere tires, aside from a full line of mechanical rubber goods, including footwear and clothing. L. C. Garrigus is Northwest manager, having been connected with the company locally since 1897. The local offices of the company are located at Fourth and Pine streets.

Golf balls are Edward Cookingham's hobby. Not that he plays golf, either, as some of his friends, say that he doesn't, but the dictionary says that a hobby is "something which a person pursues with zeal." And Mr. Cookingham sure does hate to lose a ball.

PORTLAND PRESS CLUB

Officers, Board and Committees, 1920

O. C. LEITER.....	<i>President</i>	CHARLES N. RYAN.....	<i>Secretary</i>
JAMES H. CASSELL.....	<i>First Vice President</i>	LAWRENCE DINNEEN.....	<i>Assistant Secretary</i>
FRED L. BOALT.....	<i>Second Vice President</i>	A. E. FOSS.....	<i>Treasurer</i>
CHARLES T. HOGE.....	<i>Third Vice President</i>	WM. H. GALVANI.....	<i>Librarian-Historian</i>
A. E. CAMPBELL.....		<i>Manager</i>	

BOARD OF MANAGERS

The Above Officers and the Following Members Constitute the Board:

George U. Piper	Tom W. Gerber
H. T. Hopkins	Robert E. Smith
Fred J. Brady	C. W. Myers
Harry Marcus	

EXECUTIVE COMMITTEE

Wm. H. Galvani, <i>Chairman</i>	
Tom W. Gerber	Lawrence Dinneen

HOUSE COMMITTEE

Harry Marcus, <i>Chairman</i>	
Geo. U. Piper	A. E. Foss

ENTERTAINMENT COMMITTEE

Tom W. Gerber, <i>Chairman</i>	
Fred J. Brady	James H. Cassell
	Chas. W. Myers

MEMBERSHIP COMMITTEE

H. T. Hopkins, <i>Chairman</i>	
C. W. Myers	Lawrence Dinneen

PUBLICITY COMMITTEE

Ben H. Lampman, <i>Chairman</i>	
Ward Irvine	E. W. Jorgenson
	Frank J. Bartholomew

INDUSTRIAL COMMITTEE

O. C. Leiter.....	<i>Brownsville Woolen Mills</i>
Tom W. Gerber.....	<i>Arcady Press</i>
Frank Bartholomew.....	<i>Portland Telegram</i>
J. F. Langner.....	<i>Oregon Journal</i>
Frank Ira White.....	<i>Morning Oregonian</i>
Fred L. Boalt.....	<i>Portland News</i>
Fred J. Brady.....	<i>Publicity</i>
James D. Olson.....	<i>Morning Oregonian</i>
Chas. W. Myers.....	<i>Portland Telegram</i>
E. W. Jorgenson.....	<i>Portland News</i>
Lawrence Dinneen.....	<i>Oregon Journal</i>
Claude M. Bristol.....	<i>Freman-Smith-Camp Co.</i>
H. W. Lyman.....	<i>Morning Oregonian</i>
C. M. Rynerson.....	<i>Oregon Labor Press</i>
Sydney B. Vincent.....	<i>Chamber of Commerce</i>
Eugene E. Smith.....	<i>Labor Opinion</i>
Neil McCall.....	<i>Portland Telegram</i>
H. H. Perry.....	<i>Morning Oregonian</i>
A. S. Johnson.....	<i>Oregon Journal</i>
F. O. Schroeder.....	<i>Portland Telegram</i>
Thos. McCusker.....	<i>Chamber of Commerce</i>

LIFE MEMBERS

J. C. Ainsworth	W. H. Daughtry	Fred A. Kribs	Oscar Overbeck
Wm. Albers	M. J. Delahunt	Chas. T. Ladd	W. J. Phillips
Harrison Allen	F. S. Doernbecker	J. Wesley Ladd	A. R. Porter
W. C. Alvord	Fred A. Doty	Wm. M. Ladd	Johnston P. Porter
N. E. Ayer	Frank E. Dooly	F. W. Leadbetter	Dr. D. H. Rand
W. B. Ayer	Chas. K. Early	Tom Lewis	Sanderson Reed
B. C. Ball	Watson Eastman	L. Allen Lewis	Wm. E. Robertson
M. C. Banfield	E. Ehrman	A. J. Lewthwaite	Dr. A. E. Rockey
R. Lea Barnes	Herman Euke	B. M. Lombard	H. A. Sargent
James T. Baron	H. R. Everding	E. E. Lytle	E. C. Shevlin
W. B. Beebe	J. D. Farrell	R. F. Lytle	L. J. Simpson
S. Benson	J. P. Finley	Kenneth A. J. MacKenzie	Dr. A. C. Smith
C. L. Boss	W. B. Fletcher	W. R. MacKenzie	Jay Smith
J. R. Bowles	L. Gerlinger	R. L. Macleay	A. C. Spencer
W. C. Bristol	Dr. A. J. Giesy	Wm. MacMaster	R. N. Stanfield
Philip Buchner	R. L. Glisan	Wm. A. MacRae	F. S. Stanley
John H. Burgard	Franklin T. Griffith	F. C. Malpas	Robert L. Stevens
F. C. Burrell	E. V. Hauser	A. B. Manley	Nathan Strauss
W. F. Burrell	Russell Hawkins	Chas. L. McNary	R. E. Strahorn
Col. H. C. Cabell	Jos. M. Healy	S. M. Mears	Geo. M. Sullivan
Wm. M. Cake	Fred Hesse	Julius L. Meier	Guy W. Talbot
J. E. Cameron	L. W. Hill	R. B. Miller	John Tait
D. W. Campbell	Samuel Hill	A. L. Miller	Francis C. Tilley
Chas. H. Carey	F. V. Holman	John P. Miller	D. W. Wakefield
W. A. Carter	M. H. Houser	Samuel Morrow	Frank M. Warren
A. D. Charlton	J. O. Hoyt	Fred W. Mulkey	L. J. Wentworth
R. N. Childs	R. D. Inman	O. A. Neal	Paul Wessinger
L. G. Clarke	Edwin C. Johnson	T. B. Neuhausen	J. E. Wheeler
O. M. Clark	Thos. B. Kay	Edward Newberger	R. B. Wilcox
C. C. Colt	George H. Kelly	J. P. O'Brien	Elwood Wiles
Edw. Cookingham	F. P. Kendall	Wm. P. Olds	Geo. M. Wilson
Elliott R. Corbett	Peter Kerr	Emery Olmstead	Holt C. Wilson
Dr. C. W. Cornelius	F. C. Knapp	Conrad P. Olson	M. C. Woodard
Wm. Cornfoot	F. L. Knight	D. C. O'Reilly	J. B. Yeon

ACTIVE MEMBERS

Chas. R. Alexander
L. B. Baketel
Frank J. Bartholomew
Frank W. Barton
Wm. C. Benbow
George Bertz
E. N. Blythe
Fred L. Boalt
Fred J. Brady
C. M. Bristol
Hirsch H. Bromberg
E. C. Brownlee
Jos. Burke
A. E. Campbell
Herbert J. Campbell
Will Gage Carey
Jos. H. Cassell
C. C. Chapman
Charles O. Chatterton
Frank A. Clawoe
Frank Coffinberry
Hymen H. Cohen
John Connell
George M. Cornwall
Walton F. Cornwell
George W. Cowne
Alfred D. Cridge
W. J. Cuddy
John H. Curry
W. H. Daly
Marshall N. Dana
Linton L. Davies
H. Lynn Davis
Lawrence Dinneen
W. D. B. Dodson
John T. Dougall
R. G. Duncan
Fred A. Dunham
Fred C. Dunham
J. R. Dunlop
C. D. Emmons
Alfred John England

John L. Etheridge
A. E. Foss
W. H. Galvani
Arthur M. Geary
Tom Gerber
R. Gettings
Earl R. Goodwin
Saul Haas
Richard O. Hansen
C. F. Hanssen
C. F. Harbaugh
H. S. Harcourt
De Witt L. Harry
Harry G. Haugsten
David B. Hazen
John Henry Hedberg
Will F. Hessian
A. A. Hickey
L. K. Hodges
C. T. Hoge
H. W. Hogue
H. T. Hopkins
Lester W. Humphreys
Harold E. Hunt
C. M. Idleman
Ward A. Irvine
A. C. Jackson
Leon S. Jackson
P. L. Jackson
L. H. Jernigan
A. S. Johnson
E. W. Jorgenson
W. B. Kauffman
Carl S. Kelty
A. E. Kern
W. S. K'lgour
J. M. Knight
Ben H. Lampman
J. Langner
O. C. Leiter
L. L. Levings
N. J. Levinson

G. H. Lewis
Fred Lockley
Harold W. Lyman
J. M. Mackey
Harry Marcus
Claud McCulloch
James H. McCool
Frank J. McGettigan
G. A. McGranahan
C. V. McMonagle
F. D. McNaughton
C. E. McShane
O. C. Merrick
Thomas Milburn
M. E. Miley
Chas. J. Moody
Chas. W. Myers
LeRoy Norr
James Olson
Clifford T. Owen
Philip H. Parrish
W. H. Perkins
Herbert H. Perry
W. A. Petit
W. T. Phillips
Stanhope Pier
Edgar F. Piper
Geo. U. Piper
Ernest C. Potts
George Prichard
Robert Lee Ringer
Austin B. Richeson
Albert J. Robinson
N. H. Robinson
J. R. Rogers
A. A. Rosenthal
R. A. Rostad
Chas. N. Ryan
C. M. Rynerson
Walter Bradford Schade
John H. Scott
R. R. Sharp

Ray Leon Shinault
H. Showerman
Claude L. Simpson
Eugene E. Smith
Robert E. Smith
C. L. Starr
Don Sterling
John H. Stevenson
Rex Stewart
Wm. P. Strandborg
C. A. Stuewe
Arthur D. Sullivan
D. C. Sullivan
P. E. Sullivan
J. F. Sutor
A. M. Swartley
Fred J. Taylor
F. W. Vincent
Sydney B. Vincent
Frank L. Waller
John L. Wallin
W. F. Walton
C. E. Warner
Ured R. Waters
A. E. Wellington
L. B. Westcott
Dudley F. Westler
Mel Wharton
L. R. Wheeler
Frank Ira White
Fred A. White
Fred M. White
L. E. Whiting
Abraham Shinley Wieder
M. B. Wells
Jonah B. Wise
Robert Withrow
Mark G. Woodruff
Robert C. Wright
C. K. Zilley

ASSOCIATE MEMBERS

N. Ray Alber
James F. Alexander
Henry C. Allen
W. N. Amos
T. W. Anderson
A. G. Atwood
E. G. Ausplund
Oliver Perry Avery
Alfred A. Aya
A. A. Bailey
Geo. L. Baker
Jack Baker
Jos. L. Barber
J. A. Barbour
Will H. Bard
A. L. Barbur
Ray Barkhurst
W. H. Barton
Henry Bauer
J. C. Bayer
Jonathan Bourne
Chas. C. Bechtold
Earl C. Becker
L. E. Bender
M. S. Bennett
A. S. Benson
Chas. C. Benson
Robert L. Benson
Dr. L. H. Bequeath
Theo. Bergmann
A. G. Bettman
V. C. Birney
Marr Bisaillon
Roy T. Bishop
James H. Black
H. J. Blasing
William Blitsch
J. W. Boise
Jay Bowerman
Dr. Conrad H. Bowman

R. G. Brand
Dr. Goe. S. Breitling
F. M. Brooks
R. E. Brooks
John Brown
Vernon Brown
Walter W. Bruce
J. V. Burke
Dr. C. W. Burt
E. E. Cable
Alva D. Cage
R. W. Cahill
A. C. Callan
A. F. Carraza
Dr. Jas. H. Carrico
H. V. Carrington
Archy B. Carter
L. E. Carter
M. D. Carter
Chas. E. Cassel
Alick Chambers
H. D. Chambers
T. H. Chambers
Dr. R. J. Chipman
N. N. Chusby
A. E. Clark
A. G. Clark
H. Fred Claussen
Harry R. Cliff
Ralph A. Coan
D. Salis Cohen
Bartlett Cole
Frank T. Collier
J. W. Collins
S. T. Conlan
H. J. Cress
C. T. Crosby
Halph Crothers
Ralph Crysler
W. C. Culbertson
C. J. Cummings

M. B. Currie
J. F. Daly
F. H. Dammasch
Dr. J. H. Davis
I. N. Day
Arthur C. Dayton
Chas. J. Dean
M. G. Denton
Dr. R. S. De Ormond
S. H. Dewart
J. W. DeYoung
Wm. Dixon
R. P. Doane
Alfred P. Dobson
Dr. James F. Donnelly
L. L. Dougan
A. W. Douglas
Charles J. Dovden
Edward H. Downard
A. E. Doyle
Frederick H. Drake
J. F. Drake
Sherman C. Draper
J. H. Duncan
A. L. Dundas
Ralph R. Duniway
J. J. Dunning
A. L. Dupuy
Frank C. Egan
Mason Ehrman
G. Elinto
Dr. O. W. Elliott
W. W. Ely
A. C. Emmons
E. L. Estes
Monroe G. Everett
N. I. Farnsworth
Dr. R. A. Fenton
Albert B. Ferrera
Rev. M. L. Ferry
W. F. Fiebig

Frank L. Finnell
Jos. B. Finnegan
Dr. E. Wesley Finzer
Benj. H. Fisher
J. J. Fitzgerald
Dr. O. O. Fletcher
E. E. Flint
C. E. Force
Seneca Fouts
H. H. Freeman
Julius C. Friendly
Chas. B. Frisbie
E. R. Frymire
James B. Gape
Tom Garland
W. N. Gatens
O. J. Gatzmyer
Geo. W. Gearhart
Michael Georgin
W. H. Givens
Rev. Elias Gjerding
Walter B. Gleason
J. Bruce Goddard
Chas. S. Goodwin
E. J. Gotthardt
Hiram Gould
S. J. Graham
W. Lee Gray
Sali Gruenebaum
Thomas G. Greene
J. R. Greenfield
J. P. Griffin
Lyman Griswold
Jay S. Croo
Philip Crossmeyer
George G. Guild
Geo. B. Guthrie
L. G. Haack
D. D. Hall
Geo. A. Hall
G. E. Hamaker

- S. M. Hamby
 Dr. R. R. Hamilton
 Alfred A. Hampson
 Frank C. Hauley
 John P. Hannon
 E. Hansen
 Bert Haney
 Ernest Hardy
 Roe Haroun
 Dr. Herman J. Harris
 J. W. Harrison
 P. Harrowitz
 J. Harold Hart
 Wm. I. Harrison
 J. N. Hart
 Edward Hartford
 John H. Hartog
 M. D. Hawes
 Thomas A. Hayes
 Fred Heilig
 M. J. Helser
 Willbur Henderson
 Geo. Earle Henton
 Frank J. Herman
 Oliver M. Hickey
 M. C. Hickok
 Reginald T. T. Hicks
 F. H. Hildebrand
 Chas. E. Hindman
 W. B. Hinson
 H. J. Hobart
 R. D. Hoffmire
 W. B. Holden
 Geo. F. Holman
 Mark Holmes
 Wm. J. Holpa
 I. Holsman
 A. A. Hoover
 H. A. Houghtaling
 Rev. J. C. Hughes
 Wilson T. Hume
 Dr. W. D. Huntington
 H. C. Huston
 E. J. Hyland
 J. Bard Irwin
 Heber C. Iverson
 Nelson R. Jacobson
 J. J. Jennings
 Fred Jensen
 C. J. Johnson
 Folger Johnson
 G. A. Johnson
 Arthur H. Johnston
 Hamilton Johnstone
 Arthur F. Jones
 Geo. W. Joseph
 G. G. Joyce
 Clarence F. Kahn
 LeRoy E. Keeley
 Dr. R. C. Kelsey
 James B. Kerr
 Father Kiernan
 Geo. H. Killits
 Dr. A. E. King
 Tyson Kinsell
 Thos. W. Kirby
 Frank F. Korell
 Edward J. Kraenick
 S. E. Krohn
 John A. Laing
 C. W. Lemar
 Henry Lang
 L. Lang
 Louis Lang
 Lotus L. Laugley
 H. P. LaRoche
 J. Fred Larsen
 George Lawrence, Jr.
 Wm. B. Layton
 John A. Lee
 F. J. Leher
 Dr. F. O. Lehman
 Geo. P. Lent
 Barge E. Leonard
 Frank J. Leonard
 L. M. Lepper
 H. C. Llagar
 Chas. Loeding
 John F. Logan
 Leroy Lomax
 Kelley Loe
 A. W. Long
 Paul M. Long
 Dr. J. L. Loomis
 Wm. P. Lord
 Julius Louisson
 A. J. Lustig
 M. J. Lynch
 M. M. Lyons
 Lewis A. McArthur
 Wallace McCamant
 M. G. McCorkle
 Frank McCrillis
 John C. McCue
 Allen H. McCurtain
 Thomas McCusker
 F. C. McDougal
 E. C. McFarland
 A. J. McGuffey
 Stuart McGuire
 Ross McIntyre
 James H. McMenaumen
 Wm. McMurray
 W. D. McWaters
 W. F. Magill
 J. J. Mahoney
 E. A. Mann
 John D. Mann
 Thomas Mannix
 L. B. Markham
 Charles A. Marsch
 Dr. J. R. Marshall
 Dr. Ray W. Matson
 L. W. Matthews
 John A. Mears
 George A. Mercer
 Jas. A. Merrimen
 Phil Metscham, Jr.
 B. Metzger
 O. W. Mielke
 Allen C. Miller
 Dr. Byron E. Miller
 Dr. C. A. Miller
 Elman G. Miller
 Herbert C. Miller
 John J. Miller
 Milton A. Miller
 Wm. A. Miller
 W. O. Milligan
 S. S. Montague
 Dr. A. W. Moore
 J. Stanford Moore
 Miguel Morales
 Karl P. Moran
 A. A. Morrison
 E. M. Morton
 Gus C. Moser
 Frank Motter
 Arthur I. Moulton
 Clarence E. Moulton
 A. A. Muck
 O. S. Murphy
 Coll V. Musgrave
 Arthur E. Myers
 Geo. L. Myers
 Geo. A. Natanson
 J. Emil Nelson
 J. Silford Nelson
 Edwin J. Neustadter
 Dr. C. C. Newcastle
 H. B. Nicholas
 James Harvey Nixon
 W. C. North
 J. Willis Oberender
 Harvey O'Bryan
 Dr. G. P. Olin
 Rev. E. S. Olsen
 P. G. Onstad
 I. W. O'Rourke
 Hilmer Papst
 Dr. Harvey G. Parker
 Robt. N. Parker
 Horace G. Parsons
 J. T. Pasquill
 P. C. Patterson
 W. M. Potterson
 D. A. Pattulo
 Walter O. Paulson
 Jos. A. Pettit
 S. C. Pier, Jr.
 Edward Allen Pierce
 Glen Pierce
 G. C. Pierce
 Fred W. Piper
 C. W. Platt
 H. F. Podgham
 J. Bruce Polwarth
 David H. Povey
 Dan E. Powers
 B. M. Price
 R. W. Price
 L. M. Rames
 W. H. Raymond
 Geo. E. Reed
 H. G. Reed
 A. Reinhart
 Leo Rice
 Jesse J. Rich
 John Y. Richardson
 Alex J. Riddell
 Ben Riesland
 Capt. Frank M. Ring
 John C. Ritter
 Knud Roald
 W. A. Robb
 S. L. Roberts
 August Rosen
 Fred H. Rothchild
 J. M. Ryan
 T. G. Ryan
 A. H. Salomon
 Leslie L. Savage
 Geo. D. Schalk
 H. Guy Schneck
 C. G. Schneider
 D. A. O. Schmitt
 Earl J. Scollard
 Eugene C. Scott
 Ben Sellung
 F. S. Sever
 A. M. Shannon
 John N. Sharp
 Geo. S. Shepherd
 Chester A. Sheppard
 J. W. Sherwood
 Rev. F. R. Sibley
 Donald A. Skeue
 W. D. Skinner
 B. J. Skulason
 Dr. Allen W. Smith
 Earl Smith
 G. N. Smith
 Theodore P. Smith
 Max Sommers
 Dr. F. W. Spaluding
 Frank A. Spencer
 Fred Spoeri
 Dr. C. E. Strafrin
 J. O. Stearus
 W. R. Stedman
 C. A. Stewart
 Clifford C. Stout
 A. C. Stahl
 J. P. Straud
 W. B. Streeter
 S. W. Stryker
 C. G. Sutherland
 M. F. Swift
 Raymond E. Taylor
 Hon. Geo. Tazwell
 Jos. N. Teal
 Geo. B. Thomas
 F. E. Thompson
 F. W. Thompson
 J. G. Torrance
 Arch J. Tourtellotte
 C. F. Towusend
 E. R. C. Toyer
 G. T. Trommald
 W. S. U'Ren
 F. W. Vogler
 Wm. A. Waldo
 Chas. D. Walker
 G. E. Watts
 Thomas Wynne Watts
 D. C. Wax
 A. M. Webster
 A. J. Welton
 Harvey Wells
 L. A. West, Jr.
 Dr. O. T. Wherry
 Calvin S. White
 Wm. Whitfield
 F. T. Wilcox
 M. O. Wilkins
 J. A. Wilkinson
 C. M. Will
 E. F. Williams
 John D. Williams
 R. E. Williams
 Wm. A. Williams
 Jacques Willis
 H. S. Wilson
 John P. Winter
 Dr. L. J. Wolf
 B. E. Wright
 Dr. Paul C. Yates
 Clarence J. Young
 O. B. Young
 Wm. Wallace Youngson
 Dr. F. J. Ziegler
 W. H. Ziegler
 N. A. Zollinger
 Frank E. Roles
 Victor Brandt
 J. W. Ganong
 O. H. Tracey
 R. H. Bradley
 Clarence D. McPhail
 C. W. Osborne
 A. M. Work
 F. N. Clark
 Alex. Gevurtz
 Dr. S. C. Clocum
 F. N. Wirt
 R. P. Effinger
 N. M. Ungar
 F. M. Leeston-Smith
 E. H. East
 W. C. LaMalle
 W. H. Cullers
 Geo. M. Allen
 Howard Evarts Weed
 J. W. Llewellyn
 J. N. Edelfsen
 C. F. Avom
 Lewis E. Obye
 Milton L. Gumhert
 D. N. Strowbridge
 C. W. Hayhurst
 John A. Luckel
 Isadore Winkleman
 Geo. T. Moore
 M. L. Kline
 R. M. Davisson
 Ferdinand E. Reed
 H. E. Mooney
 Chas. B. Stetson
 Howard M. Covey
 J. A. Manning
 C. J. McCusker
 Hopkin Jenkins
 Herbert F. Jones
 E. E. Hall
 T. W. Salisbury
 Dr. D. O. Webster
 J. C. Laupheir
 T. H. Edwards
 Jas. L. Conley
 S. B. Cooke
 E. G. Swigert
 John A. Collier
 Thos. D. Honeyman

H. O. Tenney
 H. O. Boynton
 Jas. P. Stapleton
 E. C. Habel
 Rev. Father Burke
 Harold W. A. Olson
 Sidney C. Rasmussen
 Fred Grønnert
 E. J. Mendenhall
 I. Kaufman
 Frank Nau
 Walt. M. Cook
 R. Z. Duke
 Dr. Clifford H. Moore
 Charles H. Thompson
 E. L. Barnes
 E. O. Mattern
 Cloyd Bates
 R. F. Wassell
 Cullen Bryant
 Aron Bernheim
 J. H. Joyce
 B. C. Darnall
 Dr. Millard C. Hornbrook
 Tom Tracey
 W. T. Ryan
 Sam Flaiow
 Percy F. Smith
 Charles A. Myers
 Paul H. Groat
 Oscar T. Olsen
 Peter B. McCracken
 J. A. Cranston
 H. A. Rucker
 Arnold F. Neate
 A. E. Peasley
 Dr. A. Laidlaw
 M. K. Hedge
 Herbert J. Breeze
 Jesse McCord
 E. L. Devereaux
 Cloyd B. Baker
 W. F. Ineson
 S. A. Francis
 H. C. Jarvis
 F. W. Chausse
 W. C. Foertseh
 Wm. R. Bald
 J. A. Wickman
 Simon Gevurtz
 John Childs Eeoff
 H. W. Roberts
 Fred H. Kiser
 Roy A. Douglas
 Thos. H. Hurlburt

E. H. Whitney
 F. C. Elliott
 G. F. Horn
 Ernest Crosby
 Ray B. Waldo
 J. J. Hamilton
 Samuel Olson
 Carl M. Little
 C. E. Cowdin
 Chas. E. Hill
 M. C. Plank
 Chas. E. Walters
 C. A. Magnuson
 Franklin O. Schroeder
 J. W. Biekford
 J. F. Elton
 Frederick E. Diemer
 Everett W. Fenton
 F. L. Wait
 Dr. R. M. Hood
 D. M. Short
 Wm. B. Ryan
 Albert Berger
 C. P. Wilden
 Chas. J. Allen
 Chas. M. Wilden
 C. E. Tronson
 Joe A. Levy
 Geo. Arthur Brown
 C. D. Davidson
 John R. Oatman
 Fred H. Cotter
 John G. Hatton
 R. El Allen
 W. E. Koster
 Howard F. Lauterette
 R. W. Hopkins
 Albert E. Wright
 J. W. David
 Henry L. Lyons
 Geo. R. Tremblay
 James A. Malarkey
 W. S. Badley
 G. A. Searles
 Ray W. Myers
 C. S. Samuel
 Ira Haw'ey
 Madison L. Goff
 F. N. Besson
 W. J. Maguire
 Walter R. Dimm
 I. Aronson
 C. M. Hodges
 V. D. C. Beach
 Martin Leiser

J. P. Link
 Jesse R. Sharp
 Lyman R. Roberts
 Walter V. Spencer
 J. W. Kaufman
 Paul Dachsels
 C. J. Russell
 E. E. Brockney
 Dr. F. N. Sandifur
 T. B. Bidwell
 W. M. Miller
 Robert D. Riordan
 George E. Kempton
 L. A. Wiley
 Edwin B. Wheat
 Geo. H. Himes
 D. L. Blödggett
 Wm. T. Sexton
 H. W. Agar
 C. W. Silenee
 A. Mueller
 J. N. Lamoree
 Albert S. McIntyre
 T. H. Williams
 I. Brunn
 E. E. Faville
 Aage Enna
 H. J. Langoe
 H. S. Swenson
 H. C. Reinhart
 W. M. Jackson
 Jesse N. Shainwald
 Henry D. Nave
 Melvin G. Winstock
 G. S. Smith
 Roy M. Heath
 Dr. D. W. Kolle
 Frank A. Sweeney
 A. A. Witham
 Edward A. MacLean
 Fred A. Armbuster
 E. C. Schmidt
 Arthur L. Smith
 Henry Berger, Jr.
 S. R. Hemphill
 Wm. J. Jacob
 Fred Dundee
 W. M. Maephail
 Manuel S. Cohn
 P. J. Bris
 Herbert M. Huff
 I. C. Sanford
 W. D. Plug
 Dr. E. Randolph Seely
 Alfred O. Mueller

A. F. Hershner
 C. A. Pinton
 W. W. Bollam
 W. L. Colman
 J. L. Wright
 P. W. Wilson
 W. H. Guest
 D. A. Donelson
 Felix Friedlander
 Gust Nord
 C. W. Roberts
 C. A. Putnam
 Herbert B. Angur
 John C. Conrad
 N. W. Howard
 Henry Teal
 R. E. Murphy
 M. H. Jones
 G. H. Heitkemper
 G. Walter Gates
 J. W. Vogan
 L. D. Roberts
 W. W. Black
 Frank W. Kamp
 F. N. Clark
 Elmer Brown
 L. A. Read
 E. O. Dueker
 John W. Kempker
 J. N. Waller
 Geo. C. Lord
 J. B. Fitzgerald
 Robert S. Gill
 A. Lee Lewis
 J. W. Stewart
 H. J. Stewart
 Godfrey Schwab
 Carl Getman
 J. E. Harley
 W. R. Williams
 E. O. Shepherd
 A. J. Krantz
 D. F. Shope
 A. J. Prideaux
 W. C. Wilbourn
 Byron J. Clark
 B. E. Wadsworth
 Wm. A. Montgomery
 Trunezo Sugimura
 J. P. Hunter
 Chas. G. North
 Frank E. Andrews
 Albert Jourdan
 W. S. McHugh

ACTIVE NON-RESIDENT MEMBERS

Edw. D. Baldwin
 R. R. Butler
 Addison Bennett
 E. E. Brodie
 Arthur Caylor
 J. S. Dillinger
 Bruce Dennis
 Colin V. Dymont
 F. H. Graves

I. J. Gallagher
 C. M. Hyskell
 J. C. Hayter
 Cole Hofer
 Hal E. Hoss
 C. J. Jack
 Jos. H. Jordan
 Rex Lampman
 L. A. LeMiller

L. A. Long
 A. L. Lindbeck
 Edw. C. Luee
 J. W. Lyons
 C. N. McArthur
 Wm. A. Marshall
 A. L. Morris
 Chas. H. Oneil
 Lloyd Riches

A. E. Scott
 N. Stevens
 Elmer L. Terrill
 J. D. Thominson
 Eric Wallin
 Clark Wood
 E. W. Wright

ASSOCIATE NON-RESIDENT MEMBERS

Henry L. Benson
 E. R. Budd
 J. Burdick Denton
 H. H. Corey
 Chauncey D. Butter
 W. B. Dennis
 Orton E. Goodwin

O. P. Hoff
 Chas. A. Jones
 Seymour Jones
 Merton W. Kidder
 Glen R. Metsker
 T. E. McCroskey
 A. W. Norblad

Ben W. Olcott
 Roy W. Pitner
 Martin Schacht
 C. Schuebel
 Geo. E. Streeter
 H. J. Schilderman
 F. C. Veal

W. T. Vinton
 John M. Wall
 Paul B. Wallace
 Geo. W. Weeks

The FUR INDUSTRY

H. Liebes & Co.

Manufacturers and Designers of
Furs and Fur Garments

IN the year of 1864 some fifty odd years ago Mr. H. Liebes established in the fur business, in a small way on the Pacific Coast, under the name of H. Liebes & Co. Today this company ranks among the largest and foremost furriers of the entire country, maintaining numerous trading stations in Alaska, Siberia and in other fur-bearing regions of the far north, including the famous Banks Land, a virgin trapping field opened up by this company.

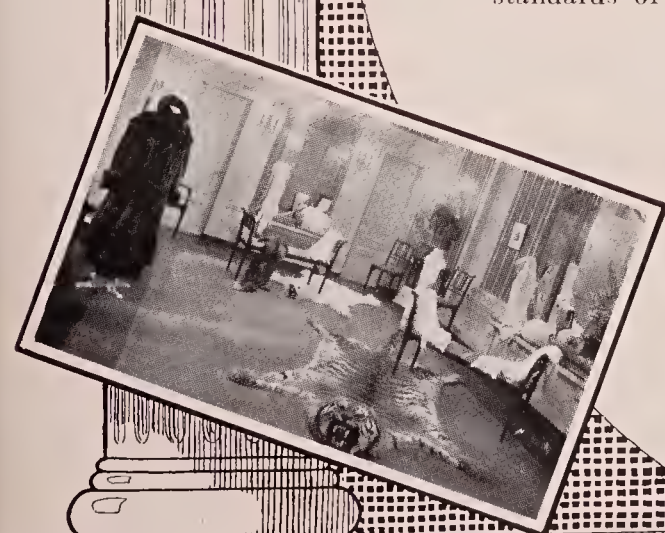
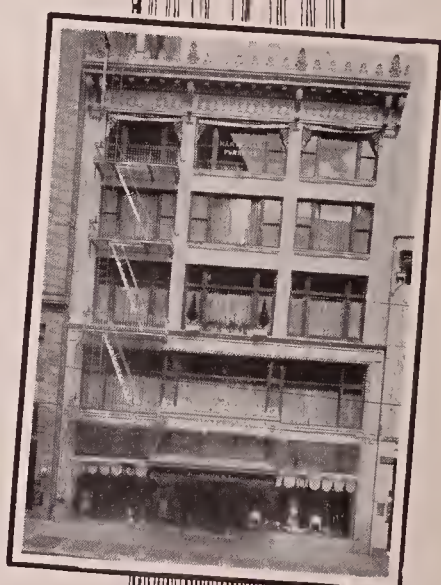
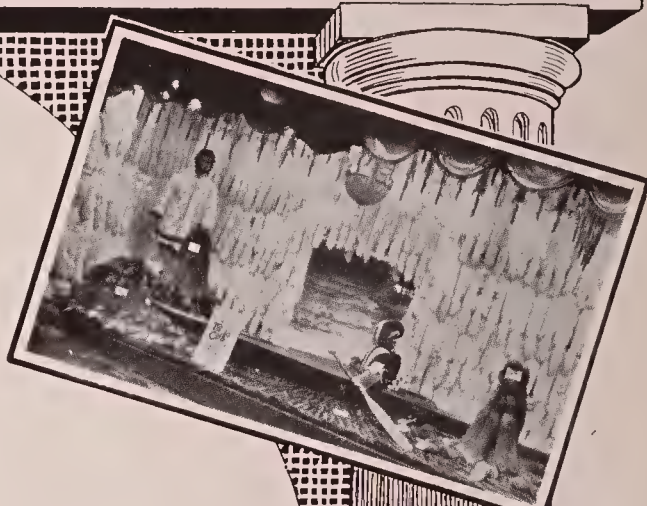
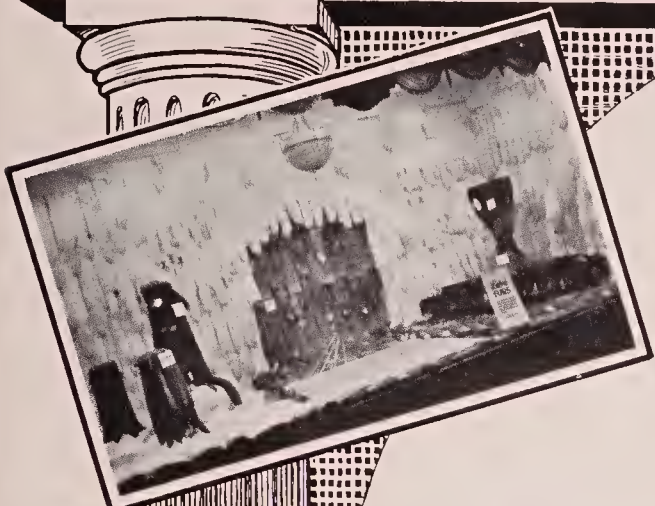
Large steam whalers are employed in carrying on their extensive fur business, making annual cruises to the various trading stations collecting furs. In many cases the natives bring their catches from three hundred to five hundred miles inland to meet these expeditions. Each annual cruise returns to the states with cargoes of furs amounting into the hundreds of thousands of dollars. Some of the finest pelts known have been brought out on these trips. The finer grades are made up in H. Liebes & Co.'s own workshops for their high class trade. The balance goes to help supply the eastern markets.

In addition to the fur business this company operates a chain of ready-to-wear stores on the Pacific Coast, supplying the better clientele with high class, fashionable modes for women and misses. Extensive offices are maintained in New York, Paris and London.

The success of H. Liebes & Co. is contributed to the high standards of practice followed in conducting their business.

Illustrated

Top Left, Arctic Display
Top Right, Arctic Display
Center Left, Former Home
Center Right, Present Home
Bottom Left, French Room
Bottom Right, Sales Room



LAHER AUTO SPRING CO.



28-30-32-34 North 15th Street

Phone Broadway 4006

Quality and Service

Largest Manufacturers
and Stockers of Motor Car
Springs in the West

The Jewel

Marshall 999

Open from 7 A. M. till 9 P. M.

Oyster Parlors

H. L. DAY, Proprietor

We Serve Breakfast from
7 A. M. Till 11:30 A. M.

Special Dairy Dishes for
Lunch and Dinner

352 Morrison St. Portland, Ore.

RED RIBBON BRAND

The Best of Everything in Canned Fruits,
Vegetables, Fish, Etc.

MASON- EHRMAN & CO.

Wholesale Grocers

A GOOD PLACE TO EAT

Panama Restaurant

109 Broadway, Bet. Wash. and Stark

COFFMAN'S
J. C.
CHOCOLATES

Davis & Davis

Timber Lands and Logging

808 Northwestern Bank Building

Portland, Oregon

Staples, the Jeweler

Optician

266 Morrison St.

Portland, Oregon



The Wilcox-Hayes Co.

HEAD OFFICE, WILCOX BUILDING
PORTLAND, OREGON, U. S. A.

Importers and Exporters

IMPORTS

Vegetable Oils and General Oriental Produce

EXPORTS

Paper, Lumber, Fertilizers, Heavy Chemicals,
Wheat and Flour

EXPORT REPRESENTATIVES

WILLAMETTE IRON & STEEL WORKS
PORTLAND, OREGON

Marine, Deck, Logging and Mining Machinery
Marine and Stationary Boilers and Auxiliaries

Cable Address—WILCOX, PORTLAND (ORE.)

Codes—A B C—5th Improved—Bentley's—Schofield's
Electric—Western Union

Branches at Shanghai, China and Seattle, Washington

Portland Iron Works

Northrup Street, Portland, Oregon



Manufacturers of

Sawmill Machinery

also

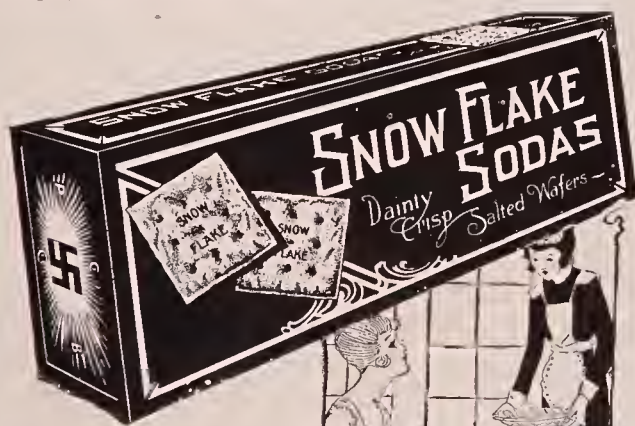
Castings and Jobbing Work



Prompt Service Our Motto

Correspondence Solicited

Don't ask for
Crackers—say
Snow Flakes!



Look for this end
label on all P. C.
B. Packages.

Some More P. C. B.
Products

- Arrowroot Biscuit
- Assorted Cakes
- Butter Thin
- Cheese Sandwich
- Chocolate Eclair
- Graham Wafers
- Iced Honey Jumbles
- Long Branch Saltine
Flakes
- Finger Wafers
- Marshmallow Sandwich

A Dainty
"Crunch"

when you bite them—a flavor of
salt on your tongue—the most
delicious repast will taste better
because of SNOW FLAKES—
crisply fresh—just from the
oven!

Pacific Coast Biscuit Company

Pacific Coast Timber Products



L. B. MENEFEE LUMBER CO.

LUMBER—TIES—TIMBER—PILING

University Rite Grade Red Cedar Shingles



PORTLAND, OREGON

PORTLAND, OREGON NEW YORK SEATTLE, WASH.

D. B. McBride & Co.

Importers and Jobbers

FINE WOOLENS AND TAILORS' TRIMMINGS
DRESSMAKERS' SUPPLIES

LADIES' SUITS

Foreign and Domestic

Royal Building, 346½ Morrison Street

COLUMBIA STEEL CO.

STEEL CASTINGS

Plants at Portland, Oregon and Pittsburg, California



San Francisco Office
503 Market St.

Portland Office
10th and Johnson Sts.

Ne Page-McKenny Company

388 BURNSIDE STREET PORTLAND, OREGON

Solicit Your Business on

TELEPHONE INSTALLATIONS
Interphones
Anti-Noise Phones
Automatic Systems

POWER INSTALLATIONS
Complete with sale
of Motors if Desired

LIGHTING INSTALLATIONS
Commercial
Industrial
Marine
Street

MANUFACTURERS
Of Panels, Cabinets, Switch-
boards and a Full Line of
Electrical Marine Equipment

It is our business to render *Service*

PHONE BROADWAY 84

Falls City Lumber & Logging Co.

WOOD MANUFACTURERS

Car Shippers of Douglas Fir



705 N. W. BANK BLDG. PORTLAND, OREGON

CHEESE

Is One of the Nation's Staple Food Articles
Highly Recommended by Leading Food Experts

The Portland Cheese Company

229-231 OAK STREET PORTLAND, OREGON



Are the Leading Wholesale Dealers in this Article
Also Canned and Smoked Fish, etc.

West Oregon Lumber Company

(Linnton P. O.) Portland, Oregon

=====
18 YEARS IN BUSINESS
=====

Shriners and Their Friends Are Welcome to View
Our Operations

Established 1876

E. H. Rollins & Sons

Investment Bonds

=====
Boston, New York, Chicago, Denver, San Francisco, Los Angeles,
Portland, Philadelphia
=====

411-412 U. S. NATIONAL BANK BUILDING
PORTLAND, OREGON

John P. Winter Robert F. Maguire W. H. Maguire

Winter & Maguire

Lawyers



Title & Trust Building
PORTLAND, OREGON

East 6461, B-2724



Fernwood Dairy

Milk, Cream, Butter
Eggs and Cheese



15 UNION AVENUE PORTLAND, OREGON

OREGON PACKING COMPANY

Canners of

FRUITS AND VEGETABLES

MAIN OFFICE:

EAST SIXTH AND ALDER STREETS

PLANTS LOCATED:

VANCOUVER, WASH.

LEWISTON, IDAHO

SALEM, OREGON

PORTLAND, OREGON

Goldsmith

Guaranteed

BASEBALL
TENNIS
and Athletic Supplies

McGREGOR
GOLF CLUBS

Dux-Bak and Kamp-It
Outing Clothes
For Men and Women

High-Grade Fishing Tackle
etc., etc.



*Our Camp Equipment
Department contains
everything that will
make Camping and
Touring pleasurable.*

NOTE: We have just remodeled
our golf, tennis and clothing
department, making it possible
for both men and women to
shop with ease and comfort. A
saleslady is in attendance to
care for the wants of the ladies.

Honeyman Hardware Company

FOURTH AT ALDER

Portland's Largest Sporting Goods Store

R. B. MILLER, President W. M. GRIER, Vice-President
G. M. McDOWELL, Secretary and Treasurer

MILLER GRIER COMPANY

RAILROAD CONTRACTORS



General Offices Northwestern Bank Building

PORTLAND, OREGON

AN INSTITUTION

A GREAT financial enterprise deserves to be known as an institution after it has devoted itself, unreservedly, to the best interests of those it serves in its particular line of endeavor, and after its standard of leadership has become of such recognized quality that similar enterprises are judged and gauged in comparison with the standard it has set; when others follow in the footsteps of its precedents and its methods, and its policies become the inspiration for men engaged in similar pursuits.

For over a quarter century we have met our obligations to clients and investors with the conviction that we were engaged in a worth-while business—one that plays an important part in the happiness, prosperity and future of many people; and plays that part in a greater measure, perhaps, than any other business, because it deals with a commodity which represents the residue of everything material that man gets out of life. That commodity is *money*.

In essence it represents man's work—his ideas and plans, his brawn and his brain.

It has always been our earnest hope that we might assist others to conserve their financial accumulations, because money, after all, is only stored-up energy in a different form. Yes, we have gone farther than that. We have made every effort to not only conserve that stored-up energy, but to see that a liberal and profitable return was forthcoming upon it; that the government and municipal bonds we sell are the safest and best obtainable.

Like many truly worth-while things, we began in a modest way, laying the foundation for the future slowly and carefully. We believed that we must be able to creep before we could walk and that the sturdiness of our growth and the permanency of our leadership depended upon our constant devotion to the high principles to which we had dedicated our efforts. We knew that that which deserves to live lives, and, if our enterprise were conceived upon the right understanding of our relationship to the order of things, then we would prosper and succeed; we would enjoy the confidence of all and be honored by all.

We hope that during the coming years our usefulness in our field of endeavor may become larger and larger, and that our standard of quality and service may accrue to your benefit in some form or other.

MORRIS BROTHERS, INC.

The Premier Municipal Bond House
CAPITAL ONE MILLION DOLLARS

Morris Building, 309-11 Stark Street, Between Fifth and Sixth Streets

Telephone: Broadway 2151

Established Over a Quarter Century

Portland, Oregon

LIBERTY

Direction
Jensen-Von Herberg

COLUMBIA

MAJESTIC

PEOPLES

Photoplays of
Quality

STAR

Greetings to Members of the
PORTLAND PRESS CLUB

F. C. Stettler Manufacturing Co.

Oregon, Occident and East Irving Streets

Manufacturers

PAPER BOXES

Cartons and Labels

Lithographers and Color Printers

The Whitney Company

Owners and Operators of Timber Lands Since 1856

LUMBER

Logging operations at Idaville; Sawmill at
Garibaldi, Tillamook County, Oregon

Inman-Poulsen Lumber Co.

OREGON PINE LUMBER

Annual Capacity 150 Million Feet



Portland, Oregon

Overbeck & Cooke Company

*Members of
Chicago Board of Trade*

*Correspondents of
Logan and Bryan*

WARREN BROTHERS COMPANY

SEVENTH FLOOR JOURNAL BUILDING
PORTLAND, OREGON

THE WARRENITE-BITULITHIC PAVEMENT

*The Pavement that Has Stood the Test of Time and All Kinds of
Traffic Conditions With Lower Maintenance Cost Than Other Types.*

PORTLAND has reason to be proud of this concern. The large amount of business which is obtained throughout the Northwest is handled through Portland, including all the equipment and bitumen for this enormous business. Its machine shops, located in Portland, give employment to an average of 100 men and turn out on an average of \$250,000 worth of boilers, paving plants, and machine parts. Over the docks controlled by the company is annually handled thousands of tons of bitumen, providing employment for from 75 to 100 men per season. Extensive offices and laboratories provide employment for as many more salaried employees. Most certainly the company is a big part of the industrial life of Oregon, apart from the work it actually has under contract in the state.

We will be pleased to show our roads and pavements to anyone interested.

Newspaper and Magazine PRINTING SERVICE

Our equipment is the most complete for the economical production of newspapers, magazines, catalogs, etc.

DUNHAM PRINTING COMPANY

Phone Main 1592

Washington at Second

:: ::

PORTLAND, OREGON

Choicest Columbia River
and Alaska

SALMON

Also Pickled and Frozen Columbia River Salmon
Frozen Shad and Sturgeon

Our Brands

Columbia River Fancy Chinooks
Kinney, Epicure, Royal Seal, Pine Burr, Blue Bird, White Star,
Magnolia, Holly, Palm

Fancy Red Alaska
Esquimaux, Argonaut, Recruit

**COLUMBIA RIVER PACKERS
ASSOCIATION**
Astoria Oregon

F. A. DOUTY
President

J. S. TAYLOR
Vice President

WM. L. FRIES
Treasurer

S. G. BOTTUM
Secretary

U. S. LUMBER and BOX CO.

PORTLAND, OREGON

Rail and Cargo Buyers and Shippers of

LUMBER and BOX SHOOKS

SPRUCE, DOUGLAS and RED FIR, HEMLOCK, WESTERN WHITE PINE

Direct Selling Representatives of All the Mills Being Operated by the

MULTNOMAH LUMBER & BOX COMPANY, AMERICAN EXPORT LUMBER
COMPANY and DOUTY LUMBER COMPANY

Combined Daily Capacity, 700,000 Feet

We have well established selling connections in all the principal markets and solicit the selling account of all mills and box factories desirous of selling their product to the best marketable advantage.

Reference—Ladd & Tilton Bank, Portland, Oregon

Hurley-Mason Company

Established 1904

DESIGNERS AND BUILDERS



Tacoma Portland Spokane Seattle

The Prosperity of Any Community

☐ Depends greatly upon its mode of transportation.

☐ Our highways are rapidly assuming a major portion of the nation's freight traffic.

☐ Economic highway transport demands the use of large, fast-moving trucks, which cause rapid deterioration in any but the most durable types of surface.

☐ Only responsible contractors should be entrusted with work so important to the public welfare.

Our many years of experience and corps of trained assistants have built an enviable reputation for high class work, which is the best insurance of good, permanent construction.

We Build Pavements of Quality and Durability

OSKAR HUBER

227 Sherlock Building, Portland, Oregon

ST. JOHN'S LUMBER CO.

St. Johns, Portland, Oregon

Breakfast

Luncheon

Dinner

St. Nicholas Cafeteria

125 Sixth Street
PORTLAND, OREGON

DISTINCTLY INDIVIDUAL

PHONE MAIN 6217

ALBERT E. COE

JOEL H. COE



**Portland Railway, Light and Power
Company**

PORTLAND, - - - - OREGON



" Send it to the Laundry "

Portland Laundrymen's Club

OREGON BUILDING

DAVID C. ECCLES, *President*, Ogden, Utah

CHARLES T. EARLY, *Vice President and General Mgr.*, Portland, Ore.

OREGON LUMBER COMPANY

Manufacturers

WESTERN WHITE PINE, BOX SHOOKS, MOULDINGS, PATTERN STOCK, FINISH, LATH, DOUGLAS FIR AND CEDAR, RAILROAD TIMBERS, TIES STRUCTURAL AND MINING TIMBERS

PLANTS

DEE, BAKER, BATES and AUSTIN, OREGON

SALES OFFICE:

Lumber Exchange Bldg., Chicago, Ill.

McKnight Bldg., Minneapolis, Minn.

Eccles Bldg., Ogden, Utah

VAST ACREAGE OF TILLABLE STUMP LANDS WILL BE SOLD DIRECT TO THOSE DESIRING TO MAKE A HOME. TERMS AND LOW RATE OF INTEREST WILL BE EXTENDED ALL HOMEMAKERS. INQUIRIES GIVEN PROMPT ATTENTION

GENERAL OFFICE: 1011 YEON BLDG., PORTLAND, OREGON

PORTLAND CORDAGE COMPANY

Manufacturers of All Kinds, Sizes and Grades of

Manila and Sisal Rope

Also Lath Yarns, Tarred and Untarred; Box and Bale Twines; Transmission and Set Works Rope
A Home Industry with Home Labor. Service Directly to Our Patrons, Indirectly to the Community.

FACTORIES

PORTLAND, OREGON, SEATTLE, WASHINGTON

“Preferred Stock”

□ □ □

Allen & Lewis' Best Brand

John Y. Richardson & Co.

Certified Public Accountants

INCOME TAX CONSULTANTS

Member American Institute of Accounts

Telephone Main 8231

CONCORD BUILDING

PORTLAND, OREGON

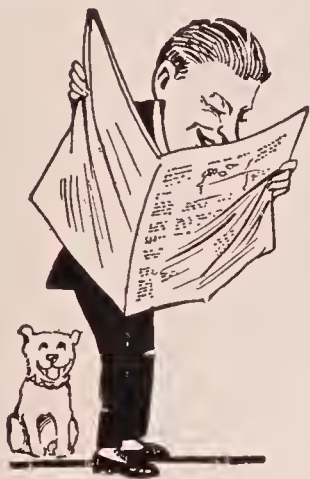
Wisconsin Logging & Lumber Co.

FIR, CEDAR, HEMLOCK
LOGS



555 Sherlock Building

Portland, Oregon



LOOK UP OUR ADS

—for news of interest to the smart dresser. We sell

**KUPPENHEIMER
GOOD CLOTHES**

“Garments from master tailors”
LION QUALITY SUITS

Also, everything in Men's
Furnishings

LION CLOTHING CO.

Exclusive Kuppenheimer House in
Portland

S. & H. Stamps Given
MORRISON AT FOURTH

Portland and Suburban Coal Company

Phones: Broadway 2022 and 2023
41 North Front Street

Mine Agents

GENUINE ROCK SPRINGS COAL

Honest Coals, Honest Prices, Honest Deliveries

Gilbert L. Hedges

Attorney-at-Law

OREGON CITY, OREGON

SALMON

“Crown” Brand Rogue River Chinook

*Awarded Gold Medal Panama-Pacific
Exhibition*

MACLEAY ESTATE CO.

Packers

228 U. S. Bank Building

**“The Store that Undersells Because
It Sells for Cash”**

With our policy
of selling rapidly
and securing speedy
turnovers, with our
up-to-date equip-
ments, with our

well organized sales force, our unique system of manage-
ment, and our selling for cash policy, we are enabled to keep
expenses low in proportion to volume of sales, and there-
fore our prices stand for uniformly unusual values. Our
chain of policy, forged from links of service, is exceedingly
strong.



IMPERIAL DAIRY LUNCH

NO. 1—291 WASHINGTON STREET Perkins Hotel Bldg.

NO. 2—375 WASHINGTON ST., opposite Telegram.

NO. 3—103 BROADWAY.



R. J. GRIESEL, *Proprietor*

Main 8481

S. O. DILLMAN

Dealer in Farms and City Property

Loans and Insurance

TWENTY-FIVE YEARS IN OREGON CITY

You'll find Ellison-White a familiar name in the lyceum, big music and Chautauqua world whether you are in Walla Walla, Wn. or Wagga Wagga, Australia, New Iberia, La. or New Zealand, Winnemucca, Nevada or Winnipeg, Alberta. Operating under three flags—on two hemispheres.

Home office:
Portland

Branch offices:
Chicago, Boise, Calgary, Auckland, N. Z.

Phone Main 497

Holland, Briggs & Noyes

Timber Lands, Logs, Piling
Spars and Poles

Yeon Building
PORTLAND, OREGON

Cameron-Hogg Lumber Company

MILLS AT BULL RUN

All kinds of Dress Lumber



Offices:
814 SPALDING BUILDING

Timms, Cress & Co.

PAINTS
BUILDING MATERIALS



Now in new factory:
MACADAM AND GAINES STREETS

Store:
SECOND, BETWEEN YAMHILL AND TAYLOR

A. Rupert Company, Inc.

Extends its compliments to the Portland Press Club, and takes this opportunity of again calling to the attention of its members the following facts regarding this Company:

*It sells Oregon Fruits under an Oregon Label.
It is now the largest independent canning organization in the Northwest.
It brings annually approximately two million Eastern dollars to Oregon farmers.
It has added many thousands of dollars to farm values in Western Oregon alone.
It owns and operates six canneries in Oregon, more than any other one concern.
It takes pride in the fact that it has helped standardize and stabilize the canning industry in Oregon.*

A. RUPERT COMPANY, INC.

Canners, Packers, Distributors, Exporters

Seattle

Main Office, Portland, Oregon

San Francisco

Helser Machine Works

DESIGNERS AND BUILDERS OF

Cargo Winches and Hawser Reels, Marine Machinery

GENERAL REPAIR WORK

493-5-7-9 North Twenty-Third Street, Between York and Reed Streets

Both Phones: A-7218; Broadway 731

Albina Engine & Machine Works

WM. CORNFOOT, Proprietor

Repair Work of all Kinds to Machinery and Engines

Ship Repairs a Specialty

Oregon City Woolen Mills

ON the site of an old Hudson Bay Stockade stands the present Oregon City Woolen Mills, the largest of its kind West of the Mississippi and the only one thus located which has gained wide distribution of its products east of the "Father of Waters."

¶ In 1864 plans were drawn for the Oregon City Woolen Mills, and machinery procured. Capital was supplied by the Oregon City citizens, and soon the power of the famous Willamette Falls was harnessed and successfully producing the widely-known Oregon City blankets.

¶ Under the aggressive guidance of their present owners, sons of the founders and pioneers of the woolen industry of the Northwest, the Oregon City Woolen Mills have taken the lead in the weaving of fine Indian Blankets, Motor Robes, Overcoats, Mackinaws, Shirts, Cassimeres and Flannels, which stand supreme throughout the world. It may be well to note here that Jacobs' Oregon City Woolens have received the highest awards wherever exhibited—first at the Philadelphia Centennial in 1876, and last at the Panama-Pacific Exposition, at San Francisco in 1915.

¶ The present payroll of the Oregon City Woolen Mills amounts to a quarter of a million a year. The branches of the concern are located in New York City, Chicago, Minneapolis, Portland, Oregon, and Seattle.

¶ Mr. A. R. Jacobs, President, and his business associates have been responsible for the progress made by the Woolen Mills within the last few years, and by their national publicity campaigns in the leading magazines of the country have brought the world's attention to the great possibilities of the wool industry in Oregon.



SANBORN CUTTING CO.

Salmon Packers

Canneries:

Astoria, Oregon
Kake, Alaska

Main Office:

Astoria, Oregon

A. GUTHRIE & CO., Inc.

CONTRACTORS AND ENGINEERS

ST. PAUL, MINN.

PORTLAND, ORE.

Rates Reasonable

Open to All Physicians

THE COE MATERNITY HOME

Twenty-fifth and Lovejoy
PORTLAND, OREGON

Main 5990

OUR SLOGAN

"We Have Never Lost a Daddy Yet."

"A PART OF OREGON'S 'FIRST AND FINEST CROP'
THE BABY CROP"



Dr. Coe With Three "Blue Ribbon" Babies

HERE'S WISHING YOU, ONE, OR MORE

VIOLA MAY COE, M. D., *Superintendent*

W. J. Zimmerman, *President* W. S. Zimmerman, *Vice President*

W. H. Schmeer, *Secretary-Treasurer*

**Zimmerman, Wells,
Brown Co.**

MACHINERY and SUPPLIES

*Marine, Mining, Wood and Iron Working Machinery
New and Second-Hand Railroad and Contracting
Equipment*



SIXTEENTH AND THURMAN STS.

PORTLAND, OREGON

Portland Iron Works

Engineers, Manufacturers

Established A. D. 1882

**SPECIALTY:
HIGH-GRADE SAWMILL
MACHINERY**

For Pacific Coast Sawmills

Our line is complete, modern and sufficiently varied to meet all demands.

Power Transmitting Appliances of every type and description.

**CASTINGS AND FORGINGS
SPECIAL IRON WORK OF EVERY KIND TO ORDER**

Primp Service and First-class Workmanship Unequivocally Guaranteed

IF IT'S LUMBER

**BOXES, FRAMES
OR MILLWORK**

You Deal in, Let's Get Better Acquainted



Over *One Billion Feet* of fine *Old Yellow Fir* timber, a *service* that will satisfy and please, and a quality that will bring "repeat" orders.

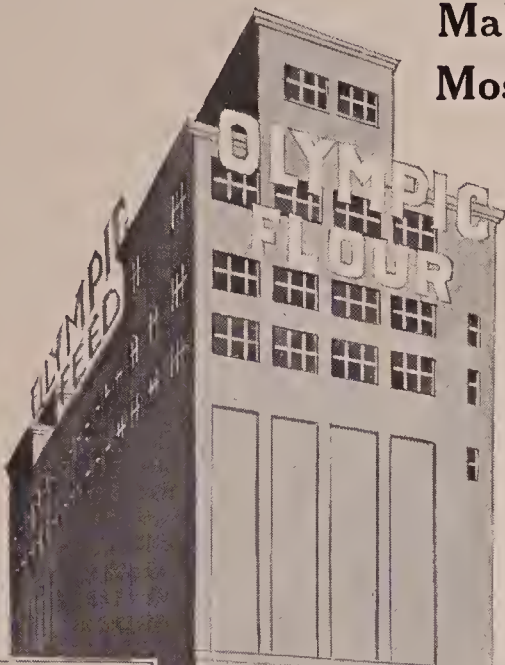


Chas. K. Spalding Logging Co.

General Offices: 804-5-6 Oregonian Bldg., Portland, Oregon

Branch Office: 1022 Mills Building, San Francisco, Cal.

Makers of Olympic Products Build the West's Most Modernly Equipped Cereal and Feed Mill



The resources of a great milling organization of long-standing in the Northwest, were placed at the disposal of a national feed authority in order to make the Olympic Feed and Cereal Mill the finest on the Pacific Coast.

In the mill, guess work and haphazard methods are done away with. The entire mill is virtually one automatic machine, capable of turning out 50 100-pound bags of feed per minute. Every operation from emptying the cars of grain to loading them again with the sacked feed—cleaning, grading, grinding, and automatically sewing the sacks—makes one continuous or cutting, proportioning by accurate weight, mixing, weighing process.

This new Olympic Mill is a fit monument to a most important industry of the Northwest, manufacture of Stock Feeds.

The Portland Flouring Mills Company

PORTLAND, OREGON

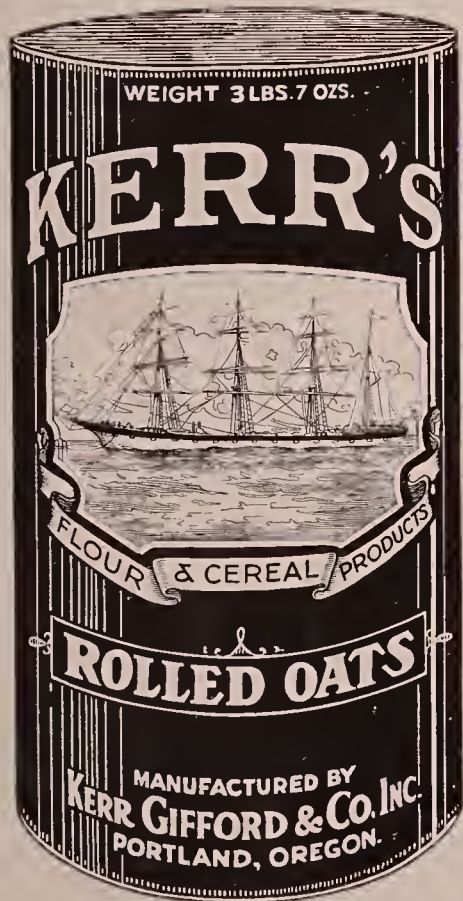


OLYMPIC PRODUCTS

- Olympic Flour
- Olympic Cereals
- Olympic Feeds

OLYMPIC MILLS

- Portland, Ore.; 2 Mills
- Tacoma, Washington
- Everett, Washington
- Spokane, Washington
- Odessa, Washington
- Harrington, Washington
- Prescott, Washington
- Lind, Washington
- Dayton, Washington
- Albany, Oregon



Kerr's Rolled Oats

Have a

**Rich, Appetizing, Toasted Flavor
Pancake Flour, Wheat Flakes, Oatmeal**

Packed in round, dust-proof packages

Kerr's Best Patent Flour



Manufactured by

Kerr Gifford & Co. Inc.

PORTLAND, OREGON

A. O. Anderson & Co.

(OREGON CORPORATION)

PORTLAND, OREGON, U. S. A.

BRANCHES AT SEATTLE AND SHANGHAI

Affiliated Andersen Houses at New York, San Francisco,
Copenhagen and Christiania

Ship Owners, Charterers and Brokers
Importers and Exporters

IMPORTERS of Oriental, Australian and Indian Products,
Oils, Copra, Beans, Peas, Seeds, Tin, Sulphur, etc.

EXPORTERS of Oregon Pine, (Douglas Fir), Redwood,
Shooks, Steel Rails, Bars, Plates, Shapes, Wire, Flour
and Grain, Cannel Salmon, Milk, Fruits, etc.

OWNERS of Clarion, Reflection and Leadership Brands of
Alaska Salmon and Exclusive Agents of Packers.

Domestic Lumber Department for Carload Sales of
Forest Products

Cable Inquiries and Correspondence Solicited

Cable Address: "PACAO" PORTLAND, OREGON

CODES: Bentleys', Scotts' 10th Edition, A. B. C. 5th, Western Union
and Western Union 5 Letter Edition

S. E. HOLCOMB, *President* O. F. LAIRD, *Secretary*
C. M. POMEROY, *Vice President* E. T. PETERSON, *Treasurer*

Established 1885

Multnomah Trunk and Bag Company

Incorporated

Manufacturers of

Trunks, Traveling Bags, Suit Cases

SALESMEN'S SAMPLE TRUNKS
AND CASES OUR SPECIALTY



Phones: Pacific, East 24; Home, B-1024

Office 80 E. Water Street Factory 82-86 E. Water Street

THE CANADIAN BANK OF COMMERCE

BANKING SERVICE

This bank provides every facility
for the prompt and efficient trans-
action of all kinds of banking
business.



Portland Branch Fourth and Stark Streets

PORTLAND, OREGON

Pacific Export Lumber Company

CHAMBER OF COMMERCE BLDG., PORTLAND, OREGON, U.S.A.

Cable Address: "PACEXPORT," Portland, Oregon

The Trade Is Respectfully Requested to Observe that Our

TRADE MARK
Is Registered

EXPORTERS OF

OREGON PINE

(DOUGLAS FIR)

FROM OREGON, PUGET SOUND

and BRITISH COLUMBIA

AND ALL

PACIFIC COAST FOREST PRODUCTS

Schedules Supplied Suitable for Export to Any Part of the
World. Quotations Made Either F. O. B. or C. I. F.

Domestic Department: Rail Shipments Through R. J. Browne Co.

IMPORTERS OF ORIENTAL MERCHANDISE

BRANCH OFFICES:

American Bank Building
Seattle, Wash.
15 Williams Street
New York City

112 Market Street
San Francisco, California
29 Clements Lane, Lombard St.
London, E. C.

CL Cafeteria

Sixth and Alder Streets
Entrance on Both Streets

A HIGH CLASS PLACE TO EAT
AT POPULAR PRICES

"We Deliver the Goods"

Phone Broadway 5488

TRADE IN OREGON

Portland Bolt & Manufacturing Co.

Bolts, Rods, Upset Rods, Tools, Dies and Forgings
Building Iron of All Kinds



210 North Fourteenth St.

Portland, Oregon

Refreshments of
Pure Delight

WEINHARD'S

R-PORTER

True Raspberry Flavor

APPO

Pure Apple Cider

LUXO

The Cheery, Beery Drink

TOKO

True Loganberry Grape Flavor

Order WEINHARD'S PURITAN

brand pure fruit flavored carbonated beverages by the case.

All Flavors—Straight or Assorted

Special Allowance for Return of Case and Bottles

Phone your dealer, or call

THE HENRY WEINHARD PLANT

Broadway 383

PORTLAND, OREGON

M. VERNON PARSONS

REPUBLICAN

Only Soldier Candidate for Secretary of State
Qualified by long, successful business training.

FRED ROBBINS

Phone Broadway 4450

T. L. HANNING

Portland Brazing & Machine Works

Welders, Engineers, Machinists

266 GLISAN STREET

PORTLAND, OREGON

Thermit weld your steel castings and forgings, crank shafts, rudder posts, etc. Thermit is the only process that will give 100 per cent strength and save time and money by sending your breakdown work to us for repairs.

We have the four process plan for repairs; Reinforced brazing, Oxy-acetylene welding, Electric welding and Thermit welding.

Residence Phone East 4657; Residence 719 Weidler Street

Phones: A-1233; Main 7423

DR. H. R. CLIFF

420 MORGAN BUILDING

Office Hours 11 to 12 A. M.; 2 to 5 P. M.

PORTLAND, OREGON

Branches: Seattle, Tacoma, Washington; Portland, Oregon; Vancouver, British Columbia; Yokohama, Japan; Kobe, Japan
Main Store: 216 Second Avenue South, Seattle, Wash.

M. FURUYA CO.

(Portland Branch)

Importers and Exporters

Phones: Broadway 1421; Home A-1427

49-51-53 North Fourth Street

Portland, Oregon

Specialized Service

In the woods shown below is what we offer Eastern buyers. We are wholesalers and directly represent mills having a combined capacity of

Fir, Spruce, Noble Fir and West Coast
Products

500,000 Feet Daily

Gerlinger-Anderson Company

Write Us About Your Future Needs in West Coast Woods

506 GERLINGER BUILDING

PORTLAND, OREGON

Louis Gerlinger, Jr.

H. J. Anderson

Geo. T. Gerlinger

Lawyers Title and Trust Company

H. GORDON, *President*

MORTGAGE LOANS
REAL ESTATE
ABSTRACTS
TITLE INSURANCE
ESCROWS
TRUSTS



285 Stark Street

Gordon Building

Liberty Coal and Ice Co.

Best Grades of

Utah, Wyoming and
Washington
COAL



21 East Third Street, Corner Ash

East 629



MODERN DAIRY

Milk, Cream, Butter and Eggs

Phones: Broadway 4758; 579-14

326-328 DAVIS STREET



BRIDGES, DOCKS, PILEDIVING, SEWERS, WATER WORKS
HIGHWAYS



Elliott & Scoggin

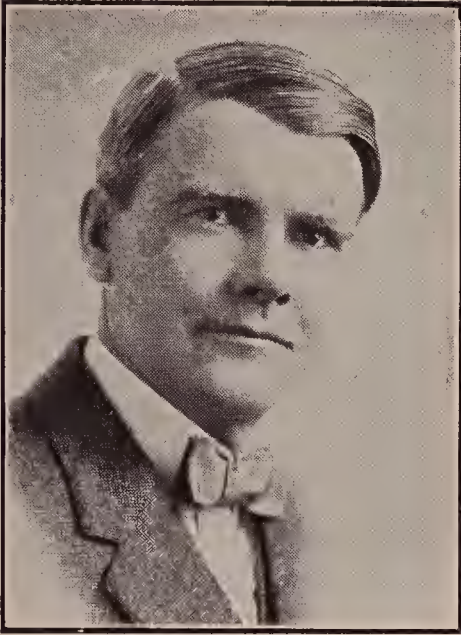
General Contractors
and Engineers



McKay Building

Phone Main 6205

PORTLAND, OREGON



Hanley Employment Agency

F. J. HANLEY, Proprietor

Offices: Portland, Oregon
 Seattle, Washington
 Spokane, Washington
 Great Falls, Montana
 Minneapolis, Minnesota

*Connections with leading employment agencies in all large cities
 in the west and middle west.*

Portland Offices: 28 North Second Street Both Phones

THE HANLEY EMPLOYMENT AGENCY furnished nearly all the laborers for the construction work on Camp Lewis for government contractors, and also laborers for building the cantonment at Camp Custer, Michigan. P. J. Hanley, proprietor of the company, supervised the employment of labor for the construction of government buildings and docks by Porter Bros., in Norfolk, Virginia, during the emergency. He also supervised 29 employment offices in various parts of the United States which were operated exclusively for the purpose of securing positions for ex-service men. In these offices 250,000 ex-soldiers were furnished employment free of charge. In connection with this patriotic work, Mr. Hanley managed 16 EveryMan's Clubs, where wholesome recreation and literature were provided.

Portland Damascus Milk Co.

DEALERS IN

**MILK, CREAM, BUTTER
 EGGS AND CHEESE**



24th and Washington Streets

:

:

:

Marshall 4000

HISTORY OF OUR GROWTH



DEPOSITS

1913	\$2,473,926.92
1914	3,768,538.85
1915	8,620,173.55
1916	10,564,846.77
1917	13,693,681.04
1918	20,943,049.67
1919	27,211,815.72

Gain Seven Years Over 1000 Per Cent

DEPOSITORS

1913	2,440
1914	4,217
1915	22,191
1916	23,560
1917	23,607
1918	26,524
1919	28,101

Gain Seven Years Over 1000 Per Cent

OFFICERS OF THE BANK

EMERY OLMSTEAD, *President*; EDGAR H. SENSENICH, *Vice President*; ROY H. B. NELSON, *Vice President*; O. L. PRICE, *Vice President*; WILLIAM D. STUBBS, *Assistant to the President*; A. C. LONGSHORE, *Cashier*; GEORGE W. HOYT, *Assistant Cashier*; FRANK O. BATES, *Assistant Cashier*; WALTER H. BROWN, *Assistant Cashier*

**THE NORTHWESTERN
PORTLAND**



**NATIONAL BANK
OREGON**

"Service Covering the Northwest and Encircling the Globe"

Office and Machine Shop, Hawthorne Avenue and
East Third Street

Phones: East 29; Automatic 211-45

Foundry and Pattern Shop, Union Avenue and
East Stevens Street

Phones: East 13; Automatic 211-51

Phoenix Iron Works

ENGINEERS

**Founders, Machinists and
Boiler Makers**

CASTING AS LARGE AS 15-TON EACH
CAPACITY

Building Work, Repair Work Given Prompt
Attention

PORTLAND, OREGON

(Established 1874)

Cable Address, BROWN, PORTLAND

Codes: Scott's 85-96-06, Western Union,
Watkins 84-1900

Brown & McCabe

STEVEDORES

(Incorporated)

OREGON and WASHINGTON

Ship Mail Promptly Delivered Aboard at All Ports
No. 35 Second Street, Corner Ash

PORTLAND, OREGON

Branch Offices: Port Townsend, Wash., Mount
Baker Block; Seattle, Wash., 67 Marion Street;
Tacoma, Wash., Municipal Dock; Aberdeen, Wash.,
412 Wishkah Street; Astoria, Oregon, 468 Bond
Street.

Earl Clapp Bronaugh

EARL CLAPP BRONAUGH was born in Cross County, Arkansas, February 26, 1866. His parents were Earl Clapp Bronaugh and Araminta Payne Bronaugh. His father was a lawyer, so it was not strange that the son early decided to follow the same profession.

He graduated in the classical course from the College of the Pacific, at San Jose, California, in 1888, and then came to Portland. He took up the study of law in the University of Oregon law school. Graduating and passing the bar examinations in 1890, he began practice the same year.

From 1900 to 1902, Mr. Bronaugh was a member of the Portland City Council. He was judge of the circuit court for Multnomah County from 1907 to 1910, resigning from the bench in June of the latter year to resume professional practice. In politics Mr. Bronaugh is a Republican.

A member of both Phi Kappa Psi college fraternity and Phi Delta Phi, the college legal fraternity, Mr. Bronaugh also is active in lodge and fraternal circles.

Edited by

Franklin O. Schroeder

Printed by

The Arcady Press & Mail Advertising Company

Engravings by

Hicks-Chatten Co.

West Coast Engraving Co.

Oregon Engraving Co.

Photographs by

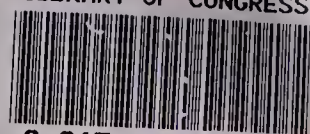
Bushnell

Markham

Rose City Studio

Angelus Commercial Studio

LIBRARY OF CONGRESS



0 017 185 018 6 ●